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# FINANCIAL TIMES

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## NEWS SUMMARY

### GENERAL

## Cod war Equities carried slip 5 but to U.S. end ahead base on week

Icelandic fishermen yesterday closed the main gate of the U.S. air base at Keflavik. Protesters also gathered at the U.S. telecommunication and radar stations in the vicinity.

But last night barriers were removed from the gate after the personal intervention of Mr. Geir Halgrimsson, Icelandic Premier.

Earlier, as these developments took place ashore, the Icelandic gunboats Tyr and Odinn made further attempts to cut the warps of British trawlers.

The Ministry of Defence said that although Tyr made a high-speed run through a pack of 17 trawlers off the north-east coast of Iceland, it was thwarted by the frigates Seville and the tugs, Eurymachus and Stantonia. Odinn, marked by the frigate Andromeda, was also unsuccessful.

Speaking at Hull last night, Mr. Fred Peart, Fisheries Minister, said he expected the Cod War to drag on until something emerged from the UN Law of the Sea conference.

### Polisario acts in Sahara

After an Algerian warning yesterday that it will not recognise the annexation of Western Sahara by Morocco and Mauritania, the Algerian-backed Polisario Front independence guerrilla movement last night proclaimed a democratic republic in the territory. In Damascus King Hussein of Jordan held talks with President Assad of Syria. Other Middle East news, Page 11

### Dublin announces IRA crackdown

As the Dublin Parliament prepared for next week's final stage of the Irish Government's new anti-terrorist Bill which will enable courts on either side of the border to try fugitive offenders, Mr. Patrick Cosgrave, Justice Minister, announced last night that jail sentences for belonging to the IRA in the Republic are to be "much increased".

### Court claim of Herrema deal

A secret surrender deal with the Irish police over possible jail terms ended the Herrema siege. Eddie Gallagher—the main said to have led the kidnap gang—claimed in Dublin's Special Criminal Court yesterday.

### Bewbush move

A full report on inquiries into the E.M. Bewbush, Crawley, land deal is to go to the Director of Public Prosecutions on Monday, Sussex police stated yesterday. It is understood that prosecutions for conspiracy and corruption are recommended.

### Beatles again

Beatles singles will be on sale again from March 5 when EMI, influenced by the present nostalgia wave, releases the 22 singles it still catalogues—ranging from the last Love Me Do, in the last, Let It Be. The Beatles have not recorded as a group for more than five years.

### Traditional Anne

After driving through London in an open carriage escorted by the Household Cavalry to receive the Freedom of the City, Princess Anne said in her Guildhall speech: "I am thoroughly convinced of the value of tradition in our modern lives."

### Briefly...

Paris branch of Marks & Spencer was badly damaged by a bomb blast early yesterday. There were no casualties.  
President Neto, MPLA leader of Angola is to meet President Mobutu of Zaire for possible peace treaty talks. Page 11  
The U.S. Consulate General at Liverpool is to close on May 28 or reasons of economy.

### CHIEF PRICE CHANGES

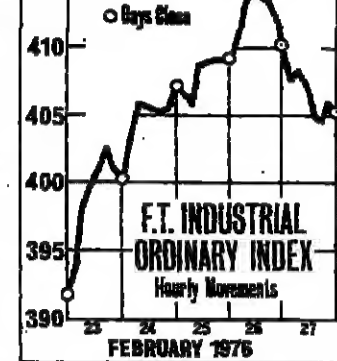
(Prices in pence unless otherwise indicated)

RISERS	FALLS
British Leyland	22 + 5
Brown & Tawse	73 + 5
Coated Metals	161 + 44
Martin (R.P.)	141 + 11
Jameson Sims	73 + 4
Stuffs. Potts	142 + 7
Sci. Scientific	122 + 11
Ackroyd & Smithers	225 - 8
Alfred Retailers	125 - 12
Anglo Am.	470 - 50
Barclays Bank	308 - 7
Beazer (C.H.)	116 - 12
Briots	124 - 4
Coltite & Chemical	120 - 4
Courtauld	121 - 5
Dow (C.I.)	316 - 7

### BUSINESS

## Equities slip 5 but to U.S. end ahead base on week

**EQUITIES** drifted lower in the absence of buyers. The 5-point fall in the FT 30-share



index to 405.2 was the first of the week, which ended with an overall rise of 13.3.

**GILTS** were idle and the MLR cut had little effect.

**DOLLAR** gained in the foreign exchange market. Its weighted depreciation narrowed to 2.90 (2.93) per cent.

**GOLD** put on \$1 to \$132 in steady trading.

**WALL STREET** closed 4.22 down at 972.61 on pre-weekend evening-up by investors.

### Further pointers to U.S. recovery

**U.S. TRADE** ran into deficit last month for the first time of a year. This, coupled with the 2.2 per cent. gain in the index of leading economic indicators, confirms other statistical evidence of the pace of U.S. economic recovery. Page 11

**SOVIET UNION** is sounding out the possibility of buying another 35m. tonnes of grain from the U.S. The idea of a grain-for-oil barter deal seems to have foundered. Back Page

**CANADA** has dropped the idea of an export levy, which it had planned as part of its anti-inflation programme.

**FEBRUARY MONTHLY** survey from the CBI sees encouraging signs that U.K. manufacturing industry is on the road to recovery, particularly in the increase of new orders over the past four months.

**STATE SHIPYARDS** by July is the target of Mr. Gerald Kaufman, the chief Minister on the Commons, standing committee now considering the nationalisation bill.

### Construction orders fall

**CONSTRUCTION INDUSTRY** orders in December fell to £372m, nearly £100m. lower than November. Page 8. On a brighter note, both brick production and deliveries picked up in January, while stocks showed a marginal rise. Page 9

**BUILDING WORKERS** unions and their employers have settled on a full 25 pay rise—one of the biggest industrial groups in the private sector to do so. Page 13

**COMPUTERISED** settlement and stock transfer on the Stock Exchange came a step nearer yesterday with the unopposed second reading in the Commons of the enabling bill.

### COMPANIES

**MIDLAND BANK** pre-tax profits fell £13.85m. to £32.58m. after a further £5m. provision against loans. Page 14 and Lex

**F. W. WOOLWORTH** pre-tax profits last year rose to £36.25m. (£30.65m.) with the fourth quarter showing only a marginal increase. Page 14 and Lex

## Border arrests lead Rhodesia to cut Mozambique link

BY BRIDGET BLOOM IN LONDON AND TONY HAWKINS IN SALISBURY

As Lord Greenhill, Britain's special envoy to Rhodesia, left Salisbury last night at the end of his two-day mission, the Rhodesian government announced that all rail traffic with the Mozambique port of Maputo (formerly Lourenço Marques) had been halted.

Rhodesia's Minister of Transport, Mr. Roger Hawkins, announced the closure of the railway, the country's main export and import route, following the arrest by Mozambique authorities yesterday morning of 18 Rhodesia Railway workers.

According to the Rhodesians, no reasons have been given for the arrests of the 18 men, who include all 14 Rhodesian officials at the border station of Malvernia and two train crew. It was, however, suggested that the men, eight blacks and eight whites, were arrested by the local Frelimo commander in the Malvernia area.

The Rhodesian Government appears to be playing down the gravity of the closure. A statement from the Ministry of Transport in the Rhodesian capital suggested that the arrests might be the result of a misunderstanding. The Rhodesian Railway Authorities were already in contact with their counterparts in Mozambique, it said, and were endeavouring to secure the release of the men.

It is not clear whether the incident, which was announced after Lord Greenhill's departure, is in any way connected with the admitted invasion by Rhodesian forces of Mozambique territory last Tuesday, when 24 African guerrillas were killed.

There has been considerable diversion of Rhodesian trade since the Mozambique routes closed by Mozambique as part of its contribution to sanctions against Rhodesia.

There is, in fact, a parallel for such action from neighbouring Zambia. In early 1973, the Rhodesian Government closed the railway with Zambia in alleged retaliation for Zambia's support of "terrorism" by African guerrillas. An offer from Salisbury a few weeks later to reopen it was turned down by Zambia.

However, whether or not Mozambique takes such action will also depend on how it sees the guerrilla struggle against Rhodesia. If the talks now taking place between Mr. Nkomo and Mr. Smith are seen to have totally failed, the guerrilla struggle will be escalated and, presumably, all other possible means of securing the white Government's downfall.

Lord Greenhill left Rhodesia yesterday although he and his advisers declined to give any details of his talks with the Rhodesian Prime Minister, Mr. Smith (whom they met twice), Mr. Joshua Nkomo and delegations of Rhodesian businessmen and officials.

Lord Greenhill, who said he had been "very cordially" received, denied suggestions that he had been snubbed by the Muzorewa African National Council, whose representatives declined to see him and actually organised a demonstration against him.

Lord Greenhill is due back in London this morning and is expected to see Mr. Callaghan, the Secretary of State for Foreign Affairs, in the course of the week-end.

As most insurers have already taken account of this in their books there should be no immediate concern over insurance ratings.

Lawyers for McDonnell Douglas in California and New York refused to discuss their client's future legal tactics.

However, in an interview with the Los Angeles Times, Mr. James Fitzsimond, the aerospace company's leading lawyer, explained that any challenge would probably be based on "the application of California law to this case. An appeal is the likely progression."

The damages were awarded in undisclosed proportions, against McDonnell Douglas, the builder and designer of the DC-10, and General Dynamics, sub-contractor for the aircraft's fuselage.

The court was told that, by pre-arrangement, Turkish Airlines contributed \$60,000 towards the judgment.

Although McDonnell Douglas refused to discuss its ultimate financial liability, in its most recent annual report the company said it was "not aware of any potential liability."

Continued on Back Page

## McDonnell Douglas likely to fight DC-10 award

BY JAY PALMER IN SAN FRANCISCO AND ERIC SHORT IN LONDON

MCDONNELL DOUGLAS yesterday strongly hinted that it will shortly appeal against the \$15m. (£780,000) damages awarded by a Los Angeles Federal Court jury to the estate of a London couple killed in the crash of a Turkish Airlines DC-10 jet airliner near Paris nearly two years ago.

The judgment, the first jury award to come out of the DC-10 crash litigation, is generally thought to be the largest settlement ever seen in California for a "double death."

It is expected to set a precedent for the continuing settlement discussions and numerous Los Angeles jury hearings planned for other claims involving 1,100 additional plaintiffs.

The crash of the Turkish Airlines DC-10 wide-bodied jet occurred on March 3, 1974, killing 346 passengers and crew in aviation's worst disaster.

Mr. John Hewitt, chairman of Lloyd's Aviation Underwriters Association, said that the insurance market had been aware of the potential size of the claims ever since the U.S. lawsuits were initiated.

These further cuts, said the Post Office, would save the corporation about £10m. in the 1976-77 financial year, beginning this April.

With the economies already announced by the Post Office, the corporation expects to reduce its operating costs next year by about £45m. "Nearly £1m. a week," said a spokesman.

Withdrawal of Sunday collections and of late night collections will be subject to review at the end of this year, the Post Office added, but the closure of offices on Saturday afternoons is regarded as permanent.

"This is part of a continuing drive to reduce operating costs and to maintain price stability in basic letter rates as long as possible," a Post Office spokesman said.

For latest Share Index 'phone 01-246 8026

## Bank cuts lending rate to 9½%

BY MICHAEL BLANDEN

THE downturn in U.K. interest rates was renewed yesterday as the Bank of England's minimum lending rate fell by another ½ per cent. to 9½ per cent.

The fall was the ninth in a series which has brought MLR down by 2½ per cent. since the middle of November. The renewed decline, which had been widely expected in the City, will bring pressure on the big banks to cut their own base lending rates, which last came down to 9½ per cent. three weeks ago.

It is also likely to add to the pressure on the building societies for a cut in mortgage rates. The societies, however, continue to argue that they will have to wait for the Budget before deciding on any changes in their rates, so that any general reduction is unlikely before early April.

The further easing of money market rates in London this week. The Bank of England appears content to accept the market level at present. This is in contrast with the signals it gave in the previous two weeks that it would be unhappy with a further MLR cut after the sharp falls earlier this year.

The situation has been made easier by the stability of the pound this week after the earlier weakness. Yesterday, with the dollar gaining generally sterling lost 10 points at \$2.0255, but its effective depreciation was unchanged at 30.2 per cent.

The decline in London rates has been reflected in moves by U.S. banks operating here to reduce their loan rates below the levels ruling at the U.K. clearing banks. Yesterday First National City Bank confirmed it had come down from 9½ to 9½ per cent., following a similar cut by Chase Manhattan and a drop of a full ½ per cent. to 9 per cent. by First National Bank of Chicago.

Some uncertainty, however, followed the announcement that Citibank in New York had raised its prime lending rate to 11 per cent. from 10½ per cent., bringing it back into line with other leading U.S. banks.

The clearing banks are watching the position closely and moves to reduce rates are possible. Mr. Alex Dibbs, chief executive of National Westminster, said earlier this week that there was a chance of another drop of at most ½ per cent. in base rates by the spring, before the expected upturn in the U.S. forced U.K. rates to follow suit.



The post of non-executive chairman of British Leyland, which the company was expected to have difficulty filling following the death of Sir Ronald Edwards five weeks ago, has been accepted by Sir Richard Dobson, chairman of British American Tobacco, the world's largest tobacco company, writes Terry Dodsworth. Sir Richard, 62, pictured (right) with Leyland's managing director, Mr. Alex Park, takes over on April 1, after the annual meeting next month at a salary of £35,000 a year. With a turnover of £4.2bn. last year, BAT is more than twice the size of BL. Under Sir Richard's direction during the past five years it has almost doubled profits to £276m. Man of the Week, Page 24

## Rome approves Innocenti deal

BY ANTHONY ROBINSON

ROME, Feb. 27.

THE Italian Government has Bertone-designed Minis will be produced for the next three years, and the contract could be extended beyond that.

Leyland will take a small minority stake in the company to be set up by Mr. de Tomaso and GEPI, in which GEPI will be the majority shareholder. The Italian interests will also take a small shareholding in British Leyland's Italian sales company, BL Italia.

The Mini production will employ initially 2,500 of the 4,500 workers originally employed by Leyland. The others will continue to receive redundancy pay.

At the same time, work will start on building an assembly plant for Guzzi 350 and 500 cc motorcycles. Guzzi is another joint GEPI-Tomaso enterprise.

The next stage consists of continuing the production of Leyland's production of specially designed light vans.

A spokesman for British Leyland in London confirmed that negotiations had taken place this week with the Italian group. "We believe we have agreement in so far with Leyland, some 40,000 principle," he said.

## SPECIAL ANNOUNCEMENT

### Rent Rebates for Industry

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<b>Dunstable</b> Fully modern factory unit 10,000 sq. ft. plus 20,000 sq. ft. warehouse accommodation 10,000 to 20,000 sq. ft. Rent from: £1.10	<b>Silvertown E16</b> Prestigious factory/warehouse unit 10,000 sq. ft. plus 113,000 sq. ft. plus extensive Thames wharfage facilities. Rent from: £1.75
<b>Hayes</b> New factory and warehouse 12,000 sq. ft. plus 100,000 sq. ft. warehouse Rent from: £1.45	<b>West Thurrock</b> New factory and warehouse 10,000 sq. ft. plus 100,000 sq. ft. plus 20,000 sq. ft. wharfage facilities. Rent from: £1.10
<b>West Ferry Rd. E14</b> Factories and warehouses 11,220 sq. ft. 76,120 sq. ft. Rent from: £1.75	

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# The week in London and Equities still cling to 400

Equities came under pressure yesterday following a sharp overnight fall on Wall Street where against a background of heavy dealing volume the Dow Jones had been looking very strong for five consecutive trading sessions. Down 5.4 points at 2 p.m., the 30-Share index closed five points lower; nonetheless, over the five days it has managed to recover practically all of last week's decline with a net gain of 13.3 points to 405.2. Since the beginning of the year the market has now either passed through or touched 400 no less than 16 times.

Though easier yesterday despite another cut in MLR, gilts have had one of their best weeks for some time. But the news from the U.S. is not helping.

## TOP PERFORMING SECTORS IN FOUR WEEKS FROM JAN. 29

Sector	% Rise
Toys & Games	+12.1
Electronics, Radio & TV	+7.8
Machinery & Other Tools	+7.4
Hire Purchase	+6.8
Newspapers, Publishing	+5.3
All-Share Index	+0.5

## THE WORST PERFORMERS

Sector	% Fall
Merchant Banks	-3.3
Contracting & Constrn.	-4.4
Investment Trusts	-5.3
Insurance (Composite)	-5.9
Shipping	-6.1

ing with Citibank lifting its prime rate yesterday. In equities, banks have gleaned no comfort from the results from NatWest and the Midland. But up to Thursday rises among FT quoted industrials were running well over two-to-one against falls, while the consumer goods and consumer durables. Actuaries sectors have been hitting new peaks.

## Banks go on a rights spree

Rights issues this week from Standard Chartered, the Union Bank of Switzerland and Skandinaviska Enskilda in Sweden are only the latest in the recent series of capital strengthening moves from banks throughout the world. This list has also included issues this month from Lloyds Bank, J. P. Morgan and Dresdner Bank following a series last year in, for example, Germany, Australia as well as in the U.K. from the Midland. While the particular circumstances differ, there is the common theme of the pressures on the capital ratios of financial

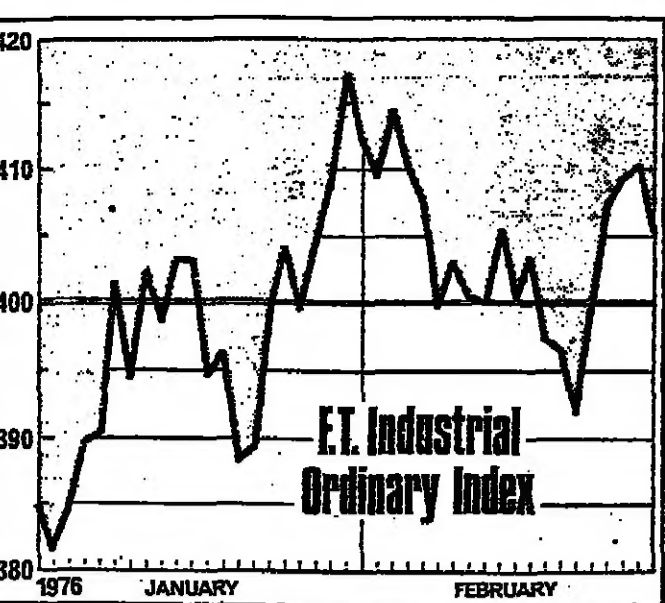
institutions in a period of rapid inflation; Enskilda specifically quantified the gap between reported profits and what they would have to be to match inflation and maintain equity reserves at an acceptable level.

The moves are essentially anticipatory: although loan demand is still sluggish in most countries it could clearly rise sharply when a world economic recovery occurs. So the banks want to strengthen their capital bases ahead of an upturn not only to cover the growth in deposits through organic growth but also to allow for acquisitions.

## Investment trusts and the Dow

Up until Thursday the Dow Jones index was seriously prodding the 1,000 level, but curiously the dollar premium has been in a steady decline and has now eased 18 per cent over the past month. But the weakness of the premium does not reflect any lack of interest in Wall Street by U.K. institutions. Investment trusts, for one,

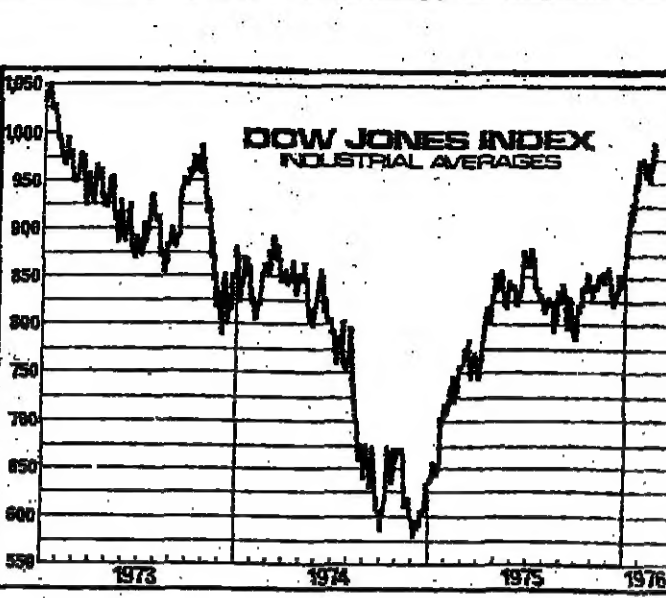
have been a symptom for some months of institutions concentrating on investment via dollar loans rather than premium dollars. But the increase in loans has been fairly modest—probably no more than \$40m. has been raised by U.K. trusts over the past six months—which contrasts strikingly with the headlong rush in 1972-73 when \$250m. of loans were raised



# New York Elusive 1000

WALL STREET flirted all week that Wall Street will retrace with the one thousand mark on its forces sometime soon for an average. But having tried and failed on Monday, Tuesday and Wednesday to make the critical breakthrough, reaction set in and on Thursday a disappointed market suffered its biggest fall in three months.

The performance was entirely based on internal market factors. The economic news remained uniformly favourable, with further evidence of an abatement in the rise of inflation as measured by the consumer price index and, on Friday morning, the announcement that the leading economic indicators had jumped by an extremely healthy 2.2 per cent in January.



Even the major political development of the week—the New Hampshire primary election—was taken with equanimity, the prevailing view being that although President Ford did far from well, at least he was not sent crashing to a humiliating defeat by his Republican challenger, Governor Ronald Reagan.

It is now 37 months since the Dow last reached 1,000. The prevailing bullishness on Wall Street had led many to assume that a climb to a new high range of 1,050 to 1,100 in the course of this year was inevitable, though the timing of the surge was, and still is, a matter for debate.

Thus many analysts saw the retreat in the latter half of the week as a logical technical reaction, if only because the great advances of the current bull market have been telescoped into a relatively short period of time. Clearly the reaction reflected a degree of profit taking and the fact that the market is "overbought," but the prevailing view seems to be still

	Closing	Change
Monday	985.28	- 2.52
Tuesday	993.55	+ 8.27
Wednesday	994.57	+ 1.02
Thursday	976.53	-15.74
Friday	972.61	- 6.12

## Mining

# Early spring in metals

BY MALCOLM DUMPHREYS

A MONTH ago in this column, we put forward the view that the impact of the Russian-Cuban incursion into Angola and growing feelings that world economies were showing signs of recovering might bring about an earlier rise in base metal prices than had generally been expected. With the exception of zinc we have so far been proved right.

The cash copper price on the London Metal Exchange on January 30 was \$586 a tonne, it is now \$628. Standard tin which was \$3,132 a tonne, is now \$3,304 and lead was \$165 a tonne and has since risen to \$180. The bullion price has also rallied, from \$128.50 per ounce to \$132.50 and has held above the \$130 for the whole of this month.

## Uncertainty reigns

On the London Stock Exchange, however, Mining share prices have failed to reflect this small, but encouraging, upward movement because the whole market has fallen under the cloud of the southern African political situation with nervousness increased by the latest fighting on the Rhodesian-Mozambique border.

London share prices of overseas companies not directly involved with the African continent have also suffered from the fall of the investment dollar premium which has come down this month from 115 per cent to 93 per cent, in part a reflection of investors liquidating their African holdings thereby releasing investment currency into the premium pool.

In this sort of market, politics always override fundamentals and although many shares may look oversold there seems to be little to prompt any return in demand unless there is some prospect of a settlement in Rhodesia which would allow for the time being at least, fears of that country becoming a second Angola.

## Gold helps Anglo

Obviously heavily involved in the African continent is one of the world's largest mining finance houses, Anglo American, in part reflecting the difficulties of South Africa, which has reported a half-year industrial and finance group loss of \$2.88m. (\$1.79m.) and is turned in net attributable earnings passing its interim dividend. In 1975 which were up to the previous full year CGFA

made a net profit of \$7.46m. down in Cornwall at the Gold Fields group's Wheal Jane mine. In recent months the operation was reportedly losing by the region of £100,000 a month, but the recovery in metal price will, hopefully, have helped the situation.

As our table of the outputs shows, Wheal Jane's production for the current year, September, is well below that for the comparable period of the previous year, but a useful recovery in output was seen last month and there are no export restrictions to be worried about because these do not apply to U.K. producers of tin.

## TIN OUTPUTS COMPARED

	Jan. 1976	Dec. 1975	Total 1975	Total 1976	Same period previous year
Anglo American (tin)	277	224	2,245 (10)	2,145	2,145
Anglo American (columbite)	17	20	160 (10)	171	171
Aokam	161	124	1,247 (7)	1,170	1,170
Ayer Hittam	376	177	1,775 (7)	1,525	1,525
Berjuntal	311	322	2,545 (9)	2,311	2,311
Bischi Jantar (tin)	4	38	549 (12)	745	745
Bischi Jantar (columbite)	2	22	390 (12)	612	612
Ex-Lands Nigeria	79	20	613 (10)	625	625
Gecovort	4	35	383 (12)	473	473
Gold and Base (tin)	6	9	6 (12)	12	12
Gold and Base (columbite)	186	196	764 (12)	801	801
Hongkong	31	32	311 (1)	35	35
Kaduna Syndicate	4	15	269 (12)	435	435
Kamuntin	5	55	645 (10)	820	820
Kent (FMS)	564	501	564 (1)	661	661
Kintla Kelas	31	56	204 (4)	236	236
Kuala Lumpur	141	561	480 (10)	412	412
Lower Perak	26	29	258 (9)	295	295
Malayan	133	219	1,278 (7)	1,914	1,914
Pahang	147	153	965 (6)	1,128	1,128
Pengkalen	16	12	57 (4)	124	124
Petaling	80	64	252 (3)	378	378
Rahman	63	47	391 (7)	496	496
St. Piran—Far East	13	22	165 (10)	149	149
St. Piran—U.S. (South Crofton)	178	150	1,154 (10)	1,172	1,172
Southern Kinta	104	164	1,638 (10)	2,025	2,025
Southern Kinta	230	228	1,503 (7)	1,347	1,347
Sungei Beal	134	145	1,590 (10)	1,913	1,913
Sungei Way	61	48	302 (7)	269	269
Tanjong	25	21	254 (1)	294	294
Tongkah Harbour	57	57	279 (6)	326	326
Tromoh	160	229	160 (1)	245	245
Uda Tin of Nigeria (tin)	1	1	294 (9)	594	594
Uda Tin of Nigeria (columbite)	1	1	1 (1)	1	1
Wheal Jane	109	72	332 (4)	422	422

Strike in Thailand. Four weeks. Tin metal content, 1 figure. Outputs are shown in metric tonnes of tin concentrates.



## North Sea news

Although, along with rising costs and the problems of raising development finance, the uncertainty over State participation is just one of a host of hazards facing North Sea developers, the terms of the Government's first participation agreement, concluded this week with Gulf Oil and Conoco, are as stringent as was once feared.

The participation agreement amounts to an option which would allow the State-owned British National Oil Corporation to buy 51 per cent of oil produced at market prices. But this is not an effective 51 per cent participation in the stakes of Gulf and Conoco because BNOC already holds a one-third stake in the relevant fields. Thus it needs to acquire only a further 17 per cent of Gulf and Conoco, to achieve majority participation, which is equivalent to only 26.4 per cent of each company's one-third interest in the licences. Furthermore, taking into account the Government's royalty rights, the proportion slips to 23.2 per cent.

One possibility raised by this agreement is that of deals between members of North Sea consortia. Oil companies place a greater value of crude in the ground, but financial or non-oil interests would possibly favour the option route. Further participation news is expected from Tricentral shortly, along with details of its Thistle development loan. Agreement between the Government and Burmah on the company's 21 per cent. Ninian field stake is also on the horizon—helping to push the shares up by a tenth this week.

For Ferries the dock looks a good buy. It is now over the bulk of a big capital spending programme aimed at expansion, and it consolidates Ferries commercial muscle in the Harwich area. The port is

## TV Radio

↑ indicates programme in black and white.

## BBC 1

9.00 a.m. Regulus. 9.15 Devlin. 9.25 Whistlery. 10.00 Play Rugby. 10.30 On the Move. 10.35 Zorro. 11.00 The Little House on the Prairie. 11.30 Laurel and Hardy in "Going Bye Bye". 12.10 p.m. Weather. 12.15 Grandstand: Football Focus (12.35). Snooker (12.55). 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**BY ERIC SHORT**

## Charifund

● **Lloyds Bank**

BY TOM KYTE

BY ERIC SHORT

**Abbey Life**  
Registration No.—England 70562. Registered office—13 St. Paul's Churchyard, London  
EC4M 8AP. A British Company of I.T.T.



# Landlord's right of access

BY OUR LEGAL STAFF

In the near future, I shall be in a position to buy the freehold of my home under the Leasehold Reform Act, and have received a letter from my landlord asking for an appointment for his surveyor to inspect the premises. I distrust my landlord. Must I comply?

If, as is most likely, your lease contains covenants which impose on the lessee obligations to repair you would normally be required to allow the landlord access to view the state of repair and (if appropriate) to prepare a schedule of dilapidations. Your better course is to make an appointment for the landlord to view and to ensure that you have some other person present with you when they call. If you have a surveyor or solicitor it would be useful, though it is not essential, if one of them could be present.

subpoena or witness summons you have no option but to attend. Since some time has elapsed since the incident you may care to write to the appropriate police division and enquire whether they intend to prosecute and if so whether you will be needed to give evidence, at the same time pointing out your infirmity.

## Winding up and employees

I had a contract of employment with a company which went into receivership. The receiver informed employees that all contracts were cancelled and that all monthly paid employees would be paid weekly "so that if the company closed down at least they would get one week's pay." In the event we were told on a certain day that we were all being dismissed and would be paid up to that night, though most employees were taken on by another firm two days later. When asked about our pay in lieu of notice, we were told we were unsecured creditors, for whom there was nothing and I understand the company has now been put into liquidation. Do we have a claim worth pursuing?

While the effect of the winding-up of the company is to terminate

contracts of employment from the commencement of the winding-up (that is, the date of presentation of the petition or of the resolution to wind-up voluntarily) the wages for four months before that date are a preferential debt up to £200 and obtain priority in the payment of the company's debts. If a receiver terminated your employment before the company went into liquidation he was bound by the normal rules requiring notice and unfair dismissal and redundancy. The receiver may have made himself personally liable on the principle considered in *Re Mack Trucks Ltd (1967)* 1 WLR 780 if he terminated your contract of employment and then re-employed you. It would be wise for you to consult with other ex-employees of the company with a view to instructing a solicitor to pursue your claims.

## Capital transfer tax

In the event of my leaving an estate of £43,000, willed as to £15,000 to my wife for life, to my three children £7,000 each, and the residue to my wife and children equally, who would be liable for duty, and how much?

Your personal representatives would be liable to pay capital

transfer tax on your death. Assuming no changes in rates of tax and no taxable gifts meantime, the tax would be 10 per cent. on the first £5,000 above £15,000, 15 per cent. on the next £5,000, and 20 per cent. on the next £5,000. The £15,000 life interest to your wife and her share of the residue would not come into the calculations at the time of your death.

## Two planning consents

Outline planning permission for the building of a cottage limited to its use to occupation by a caretaker. Detailed planning permission did not include this limitation. Does it then apply, please?

If you had two independent planning consents such as you indicate, the later would supersede the earlier. However the detailed "consent" is normally only the fulfilling of conditions (as to detail) imposed by the outline consent, and it is the outline consent which is the governing permission. The condition as to occupation would therefore still stand in the normal case. Detailed consent is also normally expressed as having to be read in conjunction with the outline consent.

## Refusal to serve drink

Is it, or is not correct, that in Scotland, a publican can refuse to serve a customer a drink without fear of some legal action against him?

THE question raised has never been authoritatively decided. The generally accepted view is that a licensee holder is always entitled to refuse to serve any member of the public provided it is for a good reason such as the fact that he has caused trouble in the past, is of a violent disposition or is of particularly unacceptable or unhygienic habit. Of course the licensee holder is under an obligation to refuse a customer who is intoxicated.

However, at common law it would be actionable in the civil

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courts to refuse to serve a customer for a wrong reason which was in itself defamatory. The customer would then be entitled to damages in reparation for injury to feelings and patrimonial loss if the defamatory allegation received general credence and in some way impaired the customer's business reputation. If, however, a customer was refused for no stated reason while that might not be grounds for an action for defamation he or she might have good reason to make complaint to the licensing authority and raise the matter at the Licensing Court when the publican's certificate came up for renewal.

Of course, the danger of refusing to serve a customer now is compounded by recent legislation dealing with racial and sex discrimination.

## Simple tax calculation

I usually claim a tax refund and normally my tax calculation is itemised following the lines of the tax return, but last time only two items were listed, my personal allowance less my NI pension. No explanation was given as to why other sorts of income, building society interest etc. were not entered. This seems more simple, but is it in order?

You have to give details of the whole of your income because the precise figures can sometimes affect the size of your tax refund. However, if your gross investment income for 1974-75 (including the 33/67ths tax credit on U.K. dividends and building society interest) was anywhere from £887 to £1,500, the simple two-item calculation produced the right answer.

Unless your gross investment income for the current year is likely to be more than £2,000 or so, there is no need to wait until April to claim your 1975-76 tax refund. You should ask your tax office for a claim form R40. On this you can show (a) details of your income from April 6, 1975, to the present time and (b) your rough estimate of the income which you will receive during the remainder of the tax year.

# Variations on the annuity theme

BY JOHN PHILIP

PERHAPS not surprisingly, considering the troubles in which a few life assurance companies have found themselves in the past two years, people have become concerned with the financial stability and prospects of those offices offering more than average attractive contracts.

To allay unnecessary fears, I must point out that against the handful of companies that have run into trouble there are some 100 or so life assurance companies, many of them in business for all of the present century, who are so soundly based that only total national economic disaster could put them out of business.

Moreover the Policyholders' Protection Act is now in force, and both life companies and intermediaries may be obliged to provide funds to ensure that the policyholders of an ailing company get at least 90 per cent. of their expectation. Thus the policyholder who chooses a clearly adventurous life office is now having the risk of its failure underwritten—partly by the majority of citizens who still opt for cover with the well established companies selling traditional lines at conservative premiums with conservative returns, and partly by those intermediaries who often obtain higher commission rates for placing business with such an adventurous office.

Arguably, with adequate Department of Trade supervision under the Insurance Companies Act and subsidiary regulations, and with the long-stop of the Policyholders' Protection Act, no life policyholder should now be at risk—but no one, particularly the pensioner searching for an annuity, wants to run the risk of his or her chosen company not sending its remittance on the due date.

I am sure that the average prospective annuitant values security—the certainty that insurers will pay with the regularity of night following day—much more than the extra £10 or so return per £1,000 of purchase price that a thrusting Ever-Optimistic Life Assurance may currently be offering.

The fact is that anyone seeking an annuity at the present time ought to be able to find a well established all round life

company ready to provide an annuity within the range shown in the table for every £1,000 of purchase money:

Age	Male	Female
45	155-165	145-155
65	170-180	160-170
70	190-200	175-185
75	220-230	195-205

Anyone who wants to buy an annuity and has some time available can do his own research. One source of information is the monthly insurance periodicals. Policy which regularly publishes tables of annuity rates for both men and women covering ages 50 to 75 at 5-year intervals (Policy can be obtained by order from any newsagent and currently costs 50p).

There are two elements in any annuity—capital and interest—and it is only on the latter that the annuitant has to pay tax. For quick reference, at the foot of its comparative table Policy indicates the capital element for each specimen age. Thus, for example, the capital element in any level term annuity provided for a 65-year-old man is £70.49 per £1,000 of purchase money, for the 65-year-old woman £57.38. This capital element is not fixed by individual insurers, but by the Inland Revenue.

As can be seen from the table of returns, at any given age a woman will get a little less per year pension than will a man of the same age putting down the same amount of money. This is not because of unfair discrimination—which in any event would be contrary to last year's Sex Discrimination Act—but due to the undoubted fact of life, amply supported by statistics, that the average woman has an expectation of life longer than the average man of like age.

For this reason the capital paid to the insurance company by a woman annuitant has to be employed over a longer period—and it is for this reason also that the annual capital element of the woman's annuity is reckoned by the Revenue to be lower than the man's.

Insurers are normally obliged to deduct tax at the standard rate from the interest part of the annuity before making any payment. The returns I have in-

cluded are gross of any such deduction because individuals' tax liabilities are so variable. When insurers make a specific quotation their normal practice is to set out the gross return and the return net of standard rate tax so that the enquirer can then make his own calculation in the light of his own tax position.

The majority of companies are prepared to quote special returns for impaired lives. Since anyone with an impaired life may expect to live for a shorter period than his average healthy neighbor, the impaired life ought to be able to get a better return for his money. Precisely how much depends on the individual company's assessment of the particular medical evidence. Here again Policy helps by indicating which companies will consider impairment. Another source of annuity information, which is less extensive, and it normally covers only 15 or so of the companies currently at the top of the league, is provided by the monthly *Planned Savings* and its new quarterly supplementary *The Savings Market*, which has just appeared; single copies of the former cost £1.50 and of the latter £2.

All my comments relate to level term annuities for individual purchasers. Insurers also sell annuities that increase from year to year, and provide joint life and survivor annuities. The former are normally the subject of special quotation—but for anyone who wants to conduct his own research some interesting tables for joint life and survivor annuities appear in the new *Savings Market* of which the publishers are Wootton Publications Ltd, 150/152, Caledonian Road, N.1.

## CHESS SOLUTIONS

**Solution to Position No. 103.** White chose (d), but he could have won with (e): 1. B-R3 ch. B-Q1 (K-B2: 2. Q-N6 mate); 2. RxB ch. K-R3: 3. B-N6 ch. K-B1: 4. Q-N8 ch. Q-Q1: 5. BxQ. **Solution to Problem No. 102.** 1. R-B5. If 1... R-Q6: 2. Q-B7, or if R-N2: 2. Q-B5, or if K-R3: 2. R-B5.

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# A discretionary trust

I am trustee of a settlement made in 1973 by a mother on her three children, in the form of a discretionary trust. The trust allows the income to pass direct to the children when each reaches 18 (none has yet done so) and for the capital to pass at age 25. At present, the income has been paid to the mother and has been taxed at 50 per cent., but it has been suggested to me that if the income was instead accumulated and as each child reached 18, the appropriate proportion of the accumulated income was disbursed, it might be possible to exhaust the tax already paid

and in the tax pool and for each child to recover the tax paid, on the assumption that the child's income did not reach the maximum tax-free level. In the light of Section 16-18 Finance Act 1973 and Section 137 of the Taxes Act 1970, what, please, do you think of this? Provided that the trustees have power to make discretionary income payments (out of accumulated income) to beneficiaries of full age but under 25, the conditions of subsection 1 of section 17 will apparently be fulfilled and the proposed procedure will probably achieve its purpose, in

principle, at least. Whether any significant benefit will be obtained in practice will depend on factors not mentioned in your letter, including of course future events and legislation. The potential benefit is not limited to beneficiaries whose income in their 18th to 25th years is exempt from tax completely; there could be a marginal benefit for someone whose investment income (including that from the trust) will be below the limit for liability to the highest additional rate. At present, that limit is £2,000, virtually regardless of personal reliefs.

## Careers More means better

BY academic criteria, "more" has continued to mean "better" among the undergraduates of the English and Welsh institutions which make up the largest part of this country's university sector. The table—based on newly released official statistics for 1973—explains how.

The percentage columns refer to the different classes of degree gained by that year's bachelor-level graduates. Among the 36 institutions in England and Wales, the proportion gaining first- or upper second-class honours rose to 34.7 per cent., compared with 34.1 the previous year, and 29.4 in 1967.

North of the Border and in Northern Ireland, the overall trend continued in the opposite direction. But the universities in those countries tend to be a law unto themselves. In Scotland, for example, taking honours generally involves a fourth year of study, and the three-year ordinary degree is more highly regarded than is the ordinary degree in England and Wales. The table also confirms that there are no national standards for deciding what is worth a

	Number of graduates	Honours degrees					Pass or Ordinary degree %
		First class %	Upper second %	Second undivided %	Lower second %	Other honours %	
Average, England & Wales 1973	42,896	7.4	27.3	4.2	34.1	12.5	12.5
Average, England & Wales 1972	42,420	7.1	27.0	4.4	35.3	12.5	13.7
Individual universities 1973:							
Aston in Birmingham	837	4.1	21.4	—	35.9	17.8	16.6
Bath	475	6.0	27.4	—	35.4	16.9	17.9
Birmingham	1,382	7.2	28.9	—	32.4	16.6	17.5
Bradford	749	4.5	27.9	—	39.8	12.4	17.1
Bristol	1,423	5.3	22.9	—	34.2	7.9	19.7
Brunel	361	8.9	23.8	—	31.3	19.1	17.8
Cambridge City	2,673	18.9	37.8	7.9	27.5	6.0	1.9
451	8.6	20.4	—	44.4	15.1	11.1	
Durham	873	5.2	29.0	—	35.4	12.8	17.6
East Anglia	736	5.4	33.0	—	48.2	9.3	4.1
Essex	461	3.9	27.5	—	39.4	16.2	8.7
Exeter	879	5.1	31.3	—	42.7	12.1	5.8
Hull	974	2.9	28.5	—	49.9	11.1	7.6
Keele	332	2.7	39.5	—	49.4	6.6	1.8
Kent	435	2.9	29.3	—	46.8	17.8	2.2
Lancaster	712	4.2	33.0	—	44.7	12.6	5.5
Leeds	1,462	11.4	27.8	—	40.0	15.7	5.1
Leicester	862	4.4	33.5	—	44.4	12.8	2.9
Liverpool	1,580	5.8	27.4	—	35.7	8.4	22.7
London	6,757	9.0	24.1	—	28.9	14.1	23.9
Loughborough	587	4.5	22.2	—	40.5	14.5	14.3
Manchester	1,864	6.3	31.1	—	33.1	8.4	20.9
University of Manchester Institute of Science & Technology	725	9.4	22.1	—	31.9	15.7	20.9
Newcastle	1,388	5.0	20.1	0.8	42.4	9.2	22.5
Nottingham	1,310	7.9	34.4	—	42.4	8.4	6.8
Oxford	2,201	10.9	—	79.6	—	14.9	3.6
Reading	1,052	3.8	29.7	—	4.7	13.9	5.9
Salford	724	7.5	21.5	—	32.3	18.4	20.3
Sheffield	1,305	5.8	29.7	—	42.2	10.8	12.3
Southampton	1,056	6.6	31.9	—	44.8	15.4	2.1
Surrey	534	8.0	31.1	—	35.2	14.8	10.9
Sussex	759	7.9	34.4	—	38.1	13.4	4.0
Warwick	519	4.8	28.3	—	44.9	15.0	5.0
York	606	5.9	36.1	—	46.0	9.3	2.7
Wales	3,190	4.0	29.4	0.8	45.4	15.5	4.9
University of Wales Institute of Science & Technology	464	6.0	18.1	—	40.7	27.4	5.8
Average, Scotland 1973	7,808	4.9	13.7	7.1	16.0	5.0	53.3
Average, Scotland 1972	7,424	5.2	13.7	8.0	16.2	4.2	52.7
Individual universities 1973:							
Aberdeen	1,135	3.4	14.5	0.4	32.8	4.9	54.0
Dundee	501	5.0	12.2	—	26.9	4.0	52.9
Edinburgh	1,859	5.8	11.9	15.4	10.1	2.1	53.7
Glasgow	1,572	4.4	10.9	4.6	11.4	3.3	63.4
Heriot-Watt	491	6.1	12.4	12.5	12.2	10.2	45.4
St. Andrews	533	9.2	15.9	18.2	19.7	7.7	29.3
Stirling	301	2.7	15.6	—	14.6	1.7	63.4
Strathclyde	1,416	4.7	18.2	—	19.4	7.6	50.1
Average, Northern Ireland 1973	1,771	4.1	21.3	0.5	31.2	4.3	38.6
Average, Northern Ireland 1972	1,728	4.6	22.6	—	30.8	4.4	37.6
Individual universities 1973:							
Queen's Belfast	1,342	4.4	18.3	0.6	24.6	2.7	49.4
Ulster	429	3.0	30.5	—	52.0	9.6	4.9
Average, men 1973	35,471	7.9	24.0	5.2	30.9	12.5	19.5
Average, men 1972	35,829	7.7	24.0	5.4	30.9	12.2	20.4
Average, women 1973	17,064	5.1	27.3	2.9	37.3	6.1	19.3
Average, women 1972	15,953	4.7	26.9	3.3	37.1	9.0	19.0

## Leap Year Too many days

Ah, fill the Cup: what boots it to repeat  
How Time is slipping underneath our feet.

Time, as measured by the usual (Gregorian) calendar, slipped 0.242194 of a day last year. By mid-night tomorrow we shall have made up the slippage and a little bit more. That little bit more will be adjusted in the year 2100, which should be a "leap year" but in fact will not be. These idiosyncratic corrections to the calendar have long been a source of irritation to those with neat mathematical minds. They all began in 46 BC when Julius Caesar introduced the "leap year" by adding an extra day every fourth year to the month of February. By the 16th century an error of about 12 days had accumulated in the Julian Calendar.

Pope Gregory XIII tried to put matters right with a big leap in 1582, when he decreed that the day following Thursday, 4 October should be Friday 15 October. He also authorised the fine-tuning required to keep the calendar in kilter by making the centennial years "leap years" only when divisible by 400. Thus in the Gregorian calendar the year 2000 will be a leap year, but not the years 1900 or 2100.

By the standards of the world's other widely-used calendars the Muslim more erratic. The Muslim

calendar, based on the phases of the Moon as it circumbulates the earth, slips about 3 per cent.—10.12 days—per annum. But since its main purpose is to keep track of lunar cycles, Muslims are tolerant of a pattern in which, of every 30-year cycle, 19 are ordinary years having 354 days and 11 are "leap years" with 355 days. Moreover, Muslim months come in two kinds only—29 or 30 days.

The Jewish calendar is more complicated. It invokes "leap years" of 383, 384 and 385 days, superimposed on a normal pattern of three lunar years of 353 ("defective"), 354 ("normal") and 355 ("abundant") days.

Those who would reform the Gregorian calendar fall broadly into two camps. One camp argues that the years should consist of 364 days, into which corrective days would be inserted at (pre-determined) intervals. The main objections seem to come from religious organisations who fear the disruption of the seven-day week. A UN questionnaire circulated in the 1950s attracted strong criticism on these grounds. The second camp also argues that the year should comprise 364 days, with the slippage accumulating to provide a "leap week" giving a 37-day December every few years. This proposal circumvents the religious objections but invokes

some new astronomical problems.

Professor Sir Fred Hoyle, the well-known astronomer and mathematician concludes in a recent book, "that there is simply no way of devising a regular prescription that will regularly accumulate serious error. But he believes that one can do much better than the Gregorian calendar by what he calls an irregular prescription. Here are the Hoyle rules: "If the calendar year is not out of step with the true year by more than 1 day, the calendar year has 365 days. If the calendar year is out of step by more than 1 day, the calendar year has 366 days.

Under these easily understood rules, Professor Hoyle continues, the error can never exceed a day, however long they operate (provided of course that the day and the true year do not change for genuine astronomical reasons). "If this system were adopted, the leap years of 366 days could be determined long in advance, so no practical inconvenience would arise. The leap years would be found not to fall in quite a regular sequence, and it would be precisely in its irregularity that this system would be superior to the calendars of Caesar and of Pope Gregory."

\*Astronomy Today by Fred Hoyle. Heinemann £4.50.

DAVID FISHLOCK

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## Travel

## When four miles an hour is fast enough

BY ROGER BEARD

SUGGEST a summer holiday like when he likes, and motor travelling between Birmingham up free from parking fees and London or Leeds and Liverpool, and your family may put you down as being a candidate for a funny farm. Yet last year 2m. people ignored the sirens of the Continental tour operators. They took to the waterway that criss-crosses their way through the heart of Britain.

Some were week-end water gypsies, well versed in the lore of the canals. Many were novices who had never driven a boat before or negotiated the locks and tunnels which characterise the system. They all saw the country from an alternative view, the back door of England—with its own junctions and boating centres, unmarked and unnoticed on the motorist's road atlas.

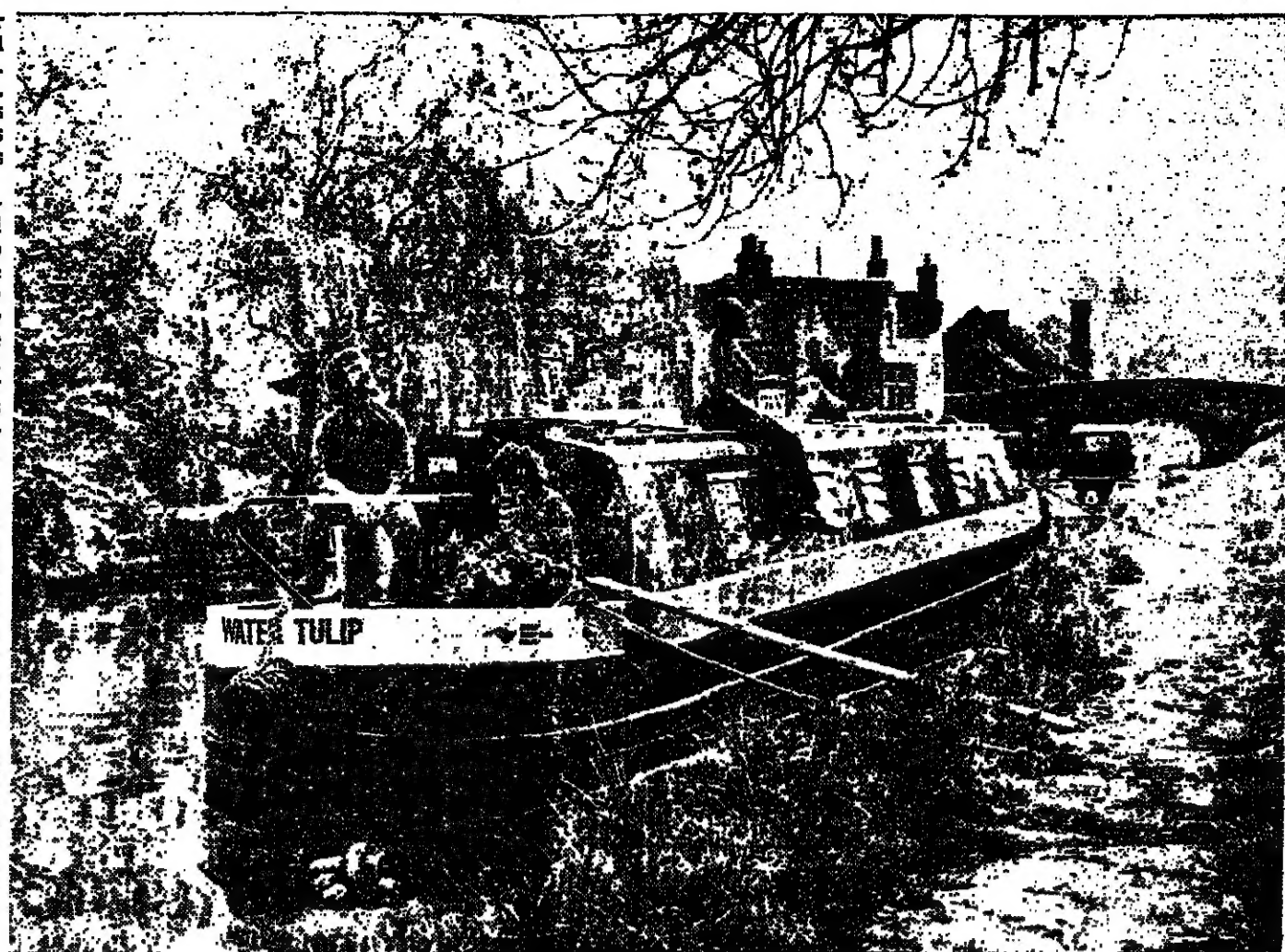
The boats they used came in as many shapes and sizes as their amateur crews. Hired from yards between Essex and Yorkshire, at an average fee of £20 per person per week, the boats ranged from 18 feet four-berth cabin cruisers to fully converted 68 foot traditional narrow boats. For minimal cost, the hirers became at least temporary members of the nation's least formal boating community.

That is the secret of the current waterway boom. Once abroad, the holiday maker can go where he wishes, eat what he

likes when he likes, and motor travelling between Birmingham up free from parking fees and London or Leeds and Liverpool, and your family may put you down as being a candidate for a funny farm. Yet last year 2m. people ignored the sirens of the Continental tour operators. They took to the waterway that criss-crosses their way through the heart of Britain.

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within an hour the novice should be able to steer well enough.

Then comes the first lock. Straightforward in principle, canal locks have a character of their own. The ancient paddle gear that controls the water flow varies from region to region, items which should work according to the handbook do not, and newcomers find themselves winding down, and bruising themselves in the least probable of places.

Since most holidays start at the week-end, there is also the problem of spectators. These get in the way, but if you regard them as mere, unfortunate landlubbers who know even less than you do, you should be able to cover your inevitable mistakes. When in doubt, swear convincingly at your crew—should they be on deck. There are one or two other minor hazards such as tunnels and blind corners, but once you have mastered the locks you are free to enjoy your holiday.

Those first two days of anxiety, bumps, and bruises bring a certain reward to the canal tripper. For the Cut is its own world, with its own language, customs, and architecture. Moving far away from the main roads and population centres, it becomes a paradise for the botanist or bird-watcher. Even popular tourist canals such as the South Oxford and Shropshire Union are less crowded in the season than Regent Street is on Sunday morning.

You can fish, laze, walk the banks, and explore otherwise remote villages which all have

their place in inland waterways' geography. On the Grand Union Canal at Weedon, for instance, are the Georgian barracks, built as a Royal refuge in the event of a Napoleonic invasion. There is also on the Cut's many centres—a first-class modern restaurant and pub, whose prices are realistic.

Restaurants and pubs play a prominent part in the social life of the waterway system. Mary welcome boating holiday-makers seeking a change from remote villages which all have

visions and arrange for overnight delivery of milk and newspapers. They all act as the focus for well-earned evening relaxation.

Not all would-be canal voyagers have the wish to do the work and cater for themselves. For them, a new kind of canal transport has been developed, the hotel narrow boat. Consisting of a powered boat towing an unpowered butty, these offer full board and paid crew for between £80 and £90 a head per week. The use of two craft allows one to be used for daytime use and the other as sleeping accommodation.

The hotel narrow boat has one advantage over hired craft. The operators know their stretch of the canal, can time each day's run to finish at a point of interest, and gain trade concessions from the services along the canal.

For the hirer, whether of a small cruiser or a narrow boat, there is a variety of published guides available, giving full details of the canal, and brief resumés of the areas through which it passes. Though these are very useful, they are not always up to date and enquiries should be made at the hiring yard as to any important changes that have taken place. The test of a holiday is whether you are glad at the end

that it is over. Some canal travellers doubtless are, but for others their two weeks end just as they are settling into the routine of canal life, moving at the slow pace of 4 m.p.h., waiting for the locks to fill and empty, and finding for the first time that the telephone and the television are not essential.

It is then that the canal bug really bites. What two weeks before seemed daunting, undignified, and even impossible, has become a pleasure. The boat, now being returned to its yard for another customer, has become part of the family. The villages and pubs, the lock-side conversations with fellow travellers, the friendly good morning as another boat passes, have taken over from the rush for the 8.37.

Unlike the fast-fading Continental suntan, the Cut remains. It can be seen from the railway anywhere between London and the North, when the holidaymaker has rejoined urban man. More than that, there will still be most of those guides available, giving full details of the canal, and brief resumés of the areas through which it passes. Though these are very useful, they are not always up to date and enquiries should be made at the hiring yard as to any important changes that have taken place. The test of a holiday is whether you are glad at the end

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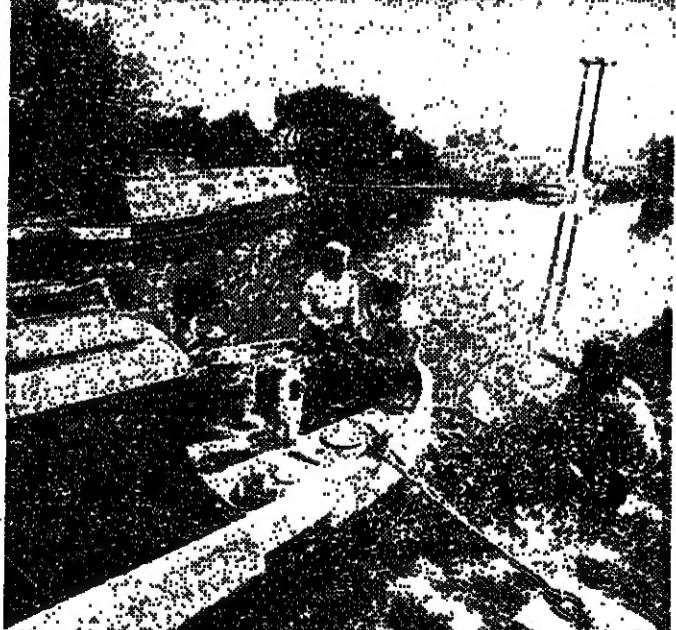
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# How to spend it

## Haute Couture and Home Couture

by Lucia van der Post

Agnes Kinnersley on little-known services for the home dressmaker

THE AVERAGE Englishwoman is said to be 5' 2" and pear-shaped. For those like inverted pear, stalk at the feet, buying a coat can be a nightmare. Size 18, 40" bust (102 cms). The politest salesgirl lets her dead pan face slip. "Well, perhaps it is a bit too long." "Let's try a 16." We both know it won't meet down the middle, the too wide cuffs will droop over my knuckles, the narrower back neck width will be uncomfortable to wear leading to constant fidgeting like a tortoise trying to edge out of its shell.

"Well, we could lift the shoulders." Now she is getting desperate. As any Savile Row tailor will tell you, this is why men who can afford to still go there, a coat that isn't right at the neck and shoulders will never fit. This is where the "balance" lies. Besides, what happens to the inverted pear's ample bosom when her coat's shoulders are lifted a couple of inches nearer her ears?

In our climate a woollen top coat is worn more than any other garment. Care and thought about the life you and it are to lead is as important as the amount of money to be spent. For the older woman who ought to be 10 inches taller to balance the proportion of her other measurements, haute couture is the solution.

As I don't smoke or drive a car my money is on Roger Brindes one of the fast disappearing couturiers. He, alas, cannot make me look like Twiggy. But in one of his coats I don't look a downtrodden mother of 10 plodding down the High Street on a Saturday afternoon wondering what to get Bert for his tea. I am only an inverted pear. I can't wear high heels so look even nearer the ground.

Apart from the talent and expertise of couturiers of the calibre of Roger Brindes, an indefinable "x" quality. They don't just make clothes that fit. There is a lot more to it than that.

The materials are of high quality, suitable for their purpose. He would rather lose a sale—and has done so—than make a coat in a different weight or texture from his original model. And it is not only what you see from the outside that counts. Interlacing from jousine, a pure silk double organza, hold the shape without restricting the wearer. The lining proper is firm but light in weight. Dresses are lined with pure lap silk, again firm but light in weight.

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"It suits you down to the ground, madam..."

Prints are cut meticulously so that when working with floral a rose in full bloom never appears on your plumpiest spot and if you have blue eyes the blue flower to come near your face. No blowsy puppy ever lands dead centre on a stomach.

This is part of the art of the essential balance and proportion in adapting a model to the individual customer's requirements so that though she may not have a "perfect" figure (and who has?) she is made to look and feel her best. This is particularly important with a coat which has to fit over other clothes, has to last and look fashionable for more than a season, and really do something for the woman who just cannot be fitted, even expensively, off the peg.

The little Georgian house at 37 South Molton Street is not ornate and overpowering with heavy chandeliers and gilt chairs. The shop window has dresses and blouses from the "boutique" collection. There are boutique coats at £145, made of materials from top-class manufacturers such as Michel Thierry, Doremi, etc.

A bespoke coat for the difficult fit costs £155 with extra fittings. Roger Brindes cuts the coat himself and is present, with

his fitter, Miss Clayton, at all fittings. While cutting he has a mental picture of the client's figure and knows where you have to change the seams; also her personal idiosyncracies. He knows if she likes cooking and eating and is unlikely to die in a making the garment to fit and suit her, and her lifestyle not something which only looks good while she holds in her stomach and stands like a ramrod because she thinks it glazes him. It doesn't. She is going to wear it and she wants her to be happy in so doing.

Though a perfectionist he is not a despot. I like pockets. Even if I never put my hands in them I like to know they are there. So I have what appear to be flap pockets. They are not false but the flaps are so cunningly placed that I can reach into the real pockets for ticket or handkerchief, without touching the flaps which remain for ever unblemished and therefore won't sag from use.

Buttons are bought to match or blend. If none are available they may be hand-painted to feature say a fleck in a tweed coat.

A dinner dress not only has to look attractive at neck and bodice while the wearer is eating but when she leaves the table sits down and spreads her skirt

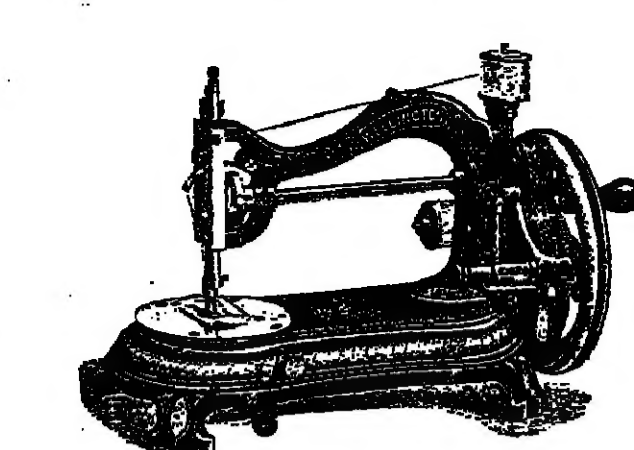
that, too, must form part of the picture, as must the back of the dress while she dances.

Madame Crystal of Newman Street does not tell fortunes. She makes belts for his clothes. There is only one word to do them justice. Exquisite. The black dull satin evening belt with crystal buckle, the supple calf, which handles like silk, the exact colour of the cashmere coat. She also makes beautiful gloves.

"Off the peg" has made great strides. Its impact is immediate particularly for the young who have the energy and money. To "case" Oxford Street, Regent Street and Kensington High Street, and come up with a complete new outfit that suits their lifestyle each time they get a pay check.

But all the over-forties who quail at the thought of Oxford Circus in the rush-hour take to the hills at late-night shopping but are not so far on in their dotage that they wish to disappear from the "scene" completely. Could well find the answer to what on earth shall I wear at 37 South Molton Street (01-629 1836), where Roger Brindes and anyone who works for him would rather eat grass than sell them anything which didn't suit them.

A.K.



ALLAN HERSHMAN was astonished to find Allan's of Duke Street in the Guinness Book of Records as selling the most expensive fabric in the world at £155 a yard. This is his own design, heavy pure silk embroidered with jewels, he sold without the slightest difficulty. An expert on silk, about which he lectures, he has just visited Korea, a large silk-producer, and Yokohama which has a silk museum. His maxim is "If it is sold by the yard and it covers the body beautifully, we have it."

The main business of Allan's (almost opposite Selfridges) is selling to couture houses in Paris, Rome and London but all their materials are consistent with good value and the wise dressmaker will be guided by the well-trained assistants. Tell them what you want it for and you can't go wrong. Light-weight

suiting for men is a speciality. Cottons, velvets, wools, synthetics, rayon linings for as little as 80p a yard. Pure silk crepe-de-chine £4.50, pure silk satin £2.50, for lingerie, is always in stock.

Real bargains are to be had at the twice-a-year sales and also in their "Fabricave," where broken ranges are always available.

Allan Hershman advises "never buy on a pattern." You must see the length of material displayed before your very eyes to get an idea of what it will look like made up. There are two kinds of material — "piece dyed" (soft) and "yard dyed," such as taffeta, where the threads are dyed before being woven. The "soft" is in vogue at the moment.

The whole shop (open 9-6 Monday to Friday, 9-1 Saturday) is

enthusiastic and committed to beautiful materials. They don't just sell but indulge in a specialist fabric operation. Though a natural fibres man, Allan Hershman says synthetics have made tremendous strides and improved natural fibres with added wearability and crease reduction, and nobody should be so conservative as to discard synthetics out of hand.

Some of the materials at S. and S. Moss (Woollens), 122 Wardour Street, London W1V 3LA, 01-437 3402, seem to be so cheap that you wonder where the catch is. There isn't one.

Their main business is supplying men's fine suitings but if they buy broken ranges in "parcels" from a wholesaler or a mill, they take short lengths which they are able to sell cheaply. But an example of their do not normally sell linings but having received some in a batch of woollens they put these on sale for 25p a yard.

Ready-cut suit lengths at 3 metres for £35.15 for trouser lengths; £10 for overcoat lengths. But if a man is well over 6 feet Sam Moss will say "that is not enough for you."

Dress lengths at £2 could be pure wool or synthetic skirt lengths at £1.50 and 50p are opened out and measured for you and you are told exactly what the material is.

Beautiful doekins for dinner jackets or blazers and ladies' coats in black, navy or red at £4.50 a yard, pure cashmeres also available.

The skirt lengths would make hardwearing coats or trousers

for children and one technical school head teacher sends her pupils to buy their good value remnants to learn on.

Jacob Gordon Ltd., 19, South Molton Street, W1, 01-629 5947, has revisited the temptation to go and posh even now when the street has been paved over and barred to traffic. Here you can buy anything from cottons through pure silks to pure camel hair at 55 a yard, and cashmere at £18. Here, as with Moss Woollens, there is no standard just because they are often cheaper than in the stores.

Sidney Ginsberg travels the Continent and buys ends of lines and broken ranges from couture houses. They have fine silks, woollens, tropical mohairs, washable velvets and cheap cottons. He bought the remaining stock of Gasmey, the silk mercer, when they closed their shop in Brook Street last year. They have a fair stock of printed Liberty and Hunt and Winterbottom wools.

Their sales, usually in the summer, should be looked out for. If they have time they advertise in the London dailies. At sale time the prices are incredibly low, making room for Mr. Ginsberg's forays on the Continent or on top-class merchants who are giving up business for valid reasons such as excessive Mayfair rents, the struggles with VAT or the physical inability of advancing years with nobody to pass the business in. A tragedy which many specialist shops are suffering.



dress, but fitting like a second skin. When the toile has been made up and fitted to Mary Vas's very exacting requirements, it is unpicked and from it she makes you a basic brown paper pattern which will show up all your idiosyncracies. Superimposed onto any commercial paper pattern you can make the necessary adjustments peculiar to you, such as lifting one shoulder an inch or allowing for a waist slightly thicker than the model on the pattern envelope has. In short, you are provided with the means to fit yourself perfectly. If it sounds complicated, it isn't and Mary Vas will, of course, show you exactly how to do it. The fee for this service is £35 which includes the dress toile plus supervision while you make yourself two subsequent dresses.

For those who reckon they will make more than two dresses, an annual subscription of £35 (£20 for country members) will give you unlimited use of the studio. First, but in this case, a dress toile costs an extra £25, whilst a trouser toile can be made for £15. Trousers are apparently quite simple to make once the fitting has been mastered and, after all, even the most expensive of the peg trousers can be guaranteed to fit well. Clients regard the studio as a workshop; an extension of their own home where they don't have to clear away the machine, ironing board, etc. Out of town clients often spend a few days at a time in London making up all the garments they need for the whole year.

Expert advice is given on style and choice of pattern and material. We may delude ourselves about looking like the model in the fashion magazine. Mary Vas tactfully edges a client in the right direction without saying that with her figure white chiffon with wide sized roses is not on. She reckons that a client can make a garment in about eight hours either all in the studio or partly at home. Most clients find that, including the cost of the annual subscription and the basic toile, they can achieve a complete year's wardrobe with the couture touch for under £200 a year.

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Leslie Fogel, Fashion Designer and Pattern Cutting Specialist, 5 South Molton Street, London W1V 3DH, 01-493 2241.

IF YOU can sketch yourself or see exactly what you want in a magazine, or like the skirt of the dress, the sleeves of another, but don't quite like the collar, Leslie Fogel is your man.

A stamped addressed envelope brings a detailed self-measurement chart and instructions to be followed before cutting into material. You may visit the workshop if you live in London but in 30 years Leslie Fogel has retained faithful and satisfied clients living as far away as Scotland and Northern Ireland.

Charges vary with your particular needs: cutting, fitting, taking in, etc. all being set out clearly. A pattern for a simple day dress £3.00, wedding dresses £8.00 to £15.00. Surprisingly in the lunch hour at the Registry Office Fogel cut or make more full length wedding dresses than anything else.

You may see like the tailor of Gloucester but jib at buttonholes or pockets which if not done perfectly immediately betray the amateur. Such services are available pro rata. Like all top-flight dressmakers Leslie Fogel insists that zips should be hand-sewn.

Besides cutting, tacking up, fitting during making (£2.50 per fitting) with you doing the actual sewing, a complete haute couture dressmaking and tailoring service is available from customers' own materials.

Dresses from £25, skirts £12, chart, etc. all being set out clearly. A pattern for a simple day dress £3.00, wedding dresses £8.00 to £15.00. Surprisingly in the lunch hour at the Registry Office Fogel cut or make more full length wedding dresses than anything else.

Lingerie patterns are cut for £3. With an under pattern a remnant of pure silk in the sales, and a few hours of hand stitching while listening to the radio and you can have femme fatale underwear now very much in fashion for a fraction of the cost this includes all the materials.

of machine-made garments now in the shops.

He may be able to rescue you from your folly in having bought an expensive remnant for which you can't find a fitting pattern. Repeatedly every time I opened a drawer by just over two yards of 40 inch ribbed velveteen for which no pattern exists I took it to Leslie Fogel who designed a shortie housecoat, cut a strong brown paper pattern, cut the material, total cost £5, and all I have to do is sew it together. Velvet has its own problems as he points out. It runs one way, and even he had to contrive to achieve this, which he did, admirably.

He brings natural flair and mathematical precision to all his work and has even devised a simple way of dealing with the bughouse of all men who run their own business—VAT calculations—and speaks several languages, an additional boon to dressmakers not yet familiar with ours.

JULIE VERNON Haute Couture of 82, Water Lane, Wilmslow, Cheshire (Wilmslow 24104) is another couturier but she provides a mail order service of particular interest to brides. For postal order she will send you a catalogue of wedding dress designs, samples of bridal materials and a measurement chart. She will cut out your chosen design in your chosen fabric and tack it together. All you have to do is machine it up at home—a very helpful aid for those who are good at sewing but not confident about cutting out. The prices vary from about £14 to £50 depending on the intricacy of the design and the fabric but this includes all the materials.

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Mr. Miller can shorten zip fasteners, but not lengthen them. But he has lengths around 60 inches for loose covers for sofas etc. Braids, threads, buttons galore, with the personal attention of the proprietor, this has the air of the "shop around the corner" but is used by the most exclusive dressmakers, and far from the madding crowds in Oxford Street.

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With J. Sainsbury about to extend its petrol interests, Ray Dafter examines the forecourt battle now raging at many filling stations

# A ride on the petrol merry-go-round

THE petrol retailing market seems to have a bottomless bag of surprises for motorists these days. No sooner had oil companies announced a new round of price increases than they were subsidising retailers to cut prices to below previous levels. Now motorists are being lured on to garage forecourts by an even more glittering array of trinkets and trophies, even bigger price cuts and even longer rolls of trading stamps.

Yet in the midst of this fierce competition in which established oil suppliers and retailers are desperately trying to keep their market shares in the face of falling demand, the J. Sainsbury supermarket chain is to open two petrol stations.

The group said this week that following a successful experiment at Cambridge, where unbranded four-star petrol is being sold at 60p per gallon, it planned to open two new supermarket-linked self-service stations in Worcester and Sutton Coldfield. What is more, Sainsbury said that it might expand further "if the conditions are right."

The Sainsbury decision means that the established petrol retailing trade is coming under increased pressure at a time when it is least welcome. Major oil companies are already blaming the independent distributors buying comparatively small lots of oil on the volatile—recently depressed—Rotterdam spot market for starting the cut-price war. In addition, they have pointed to ICI and Asda, the north country superstore chain, for intensifying competition. ICI manufactures petrol almost as a by-product of its chemical

operations and, therefore, has always been able to market at a discount. Asda, which buys in bulk from Mobil, is another that has deliberately gone for discount offers.

## Protection

The forecourt battle started in localised parts of the Midlands and the North of England but the domino effect has now spread promotion and discounts to most parts of the country. In an attempt to give a measure of protection to their established outlets, major petrol suppliers like Shell, Esso, and British Petroleum are providing an estimated £10m-£12m of financial support to distributors. The money is being used to offset a cut in dealer margins and, in Shell's case, to guarantee profit margins. The inevitable result of all this is that oil companies' profitability from petrol sales has taken a severe jolt; one major reckoned that it was just about breaking even on a return-on-capital basis.

At present there seems no end to the pressure, that will come only when demand picks up or when the revival in the European economy stimulates a hardening of all oil prices. Meanwhile, the petrol market is a promotional merry-go-round.

"We are in a rat race," commented Mr. Richard Guess, head of a group which runs 12 sites in London and the Home Counties. "If I start offering 24-fold stamps the neighbouring garage will soon be offering 26-fold. By cutting the price of petrol from, say, 72p a gallon to 69p I would probably double sales overnight. But then my competitors will

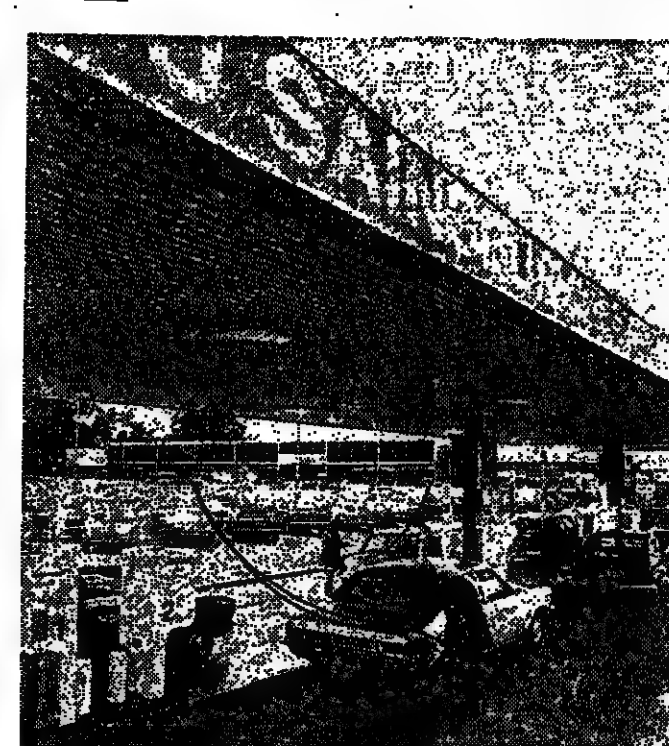
do the same, or more. We are leap-frogging all the time."

This must come as music to the ears of motorists who have seen prices rise so fast in recent years. In 1967 four-star petrol cost around 27p a gallon; to-day the standard price is in the region of 76.5p a gallon. It is now possible, in some areas, to find petrol at 66p per gallon and less.

Alternatively, a motorist might be tempted by offers of multiple stamps, whether they be Green Shield, S. and H. or Co-op. It is reckoned that stamps are handed out for about half the total sales of petrol; they are particularly popular in the South where expensive-paid business motorists regard them as a perk. The current wave of 20-fold and 25-fold offers has naturally been reflected in the turnover of the stamp companies. Last year (which saw the start of the promotional battle) Green Shield had a record \$85m turnover—a far cry from 1974 when the turnover of £46m. could be linked to the lack of forecourt promotion following the energy crisis.

## Good eyesight

Motorists seeking the best offers would find it useful to have a pocket calculator or slide rule. Shell U.K. Oil points out, for example, that a single issue of Green Shield stamps costs the dealer 0.297p per gallon; in the case of S and H it is 0.3p and in the case of Co-op, 0.295p. A six fold issue of Green Shield stamps costs 1.782p per gallon while 25-fold works out at 7.425p. A bargain-seeking motorist should also have good eyesight.



Self-service at Cambridge, where the J. Sainsbury experiment's success will lead to new petrol stations at Worcester and Sutton Coldfield.

There is an increasing tendency for dealers to offer petrol at 69.9p a gallon (we do not have a typewriter small enough to give a true representation of that 9p as advertised on some of the boards). Mr. Alan Williams, Minister of State for Prices and Consumer Protection, is also concerned at this practice. "I am very disturbed at the way in which information about petrol prices is being displayed at many garages. At the worst, much of it is confusing, and many signs are ambiguous," he told the Commons 10 days ago.

Mr. Williams has threatened to use legislation if the trade does not voluntarily curb misleading advertising. It is but one example of where the petrol retailing sector has come under the scrutiny of the Government recently.

The Office of Fair Trading has also looked at—and dismissed—the possibility of imposing minimum petrol prices. In the light of the Government's anti-inflation campaign, it is difficult in any case to see how this could be justified.

The move had been urged by

the Petroleum Retailers' Association whose general secretary, Mr. Geoffrey Atkinson, commented: "Price cutting is good for motorists only in the short term. The motorist will suffer if, as a result of the current situation, more service stations are forced to close down." On the other hand, retail price control was opposed by major oil companies.

Mr. Brian Bowden, marketing director of Shell U.K. Oil, said that it was neither possible nor probable. Any attempt to control prices artificially would create anomalies and, in some cases, force oil companies to exceed their permitted profit ceilings. For the same reasons, oil companies have told the Government that while they would limit wholesale price increases over the next few months (in line with the general Price Check campaign) they had little or no control over pump prices.

## Odd time

Nevertheless, as announced earlier this month, the petrol retailing business is to be examined again by the Monopolies Commission, much to the chagrin of the major suppliers. This will be the second reference in 16 years and it comes less than a year after a Price Commission report into retail petrol margins.

This time the Commission has been asked to look at three specific practices: price discrimination by oil companies; promotional schemes including trading stamps; and the establishment of new retail outlets by new licensing or tenancy arrangements.

On the face of it, this would seem to be an odd time to make a Monopolies Commission reference. The forecourt battle now being waged demonstrates the competitive and non-monopolistic nature of the petrol market. Secondly, it comes at a time when major oil companies are seeing their overall market shares being eroded.

In the past decade these majors—Shell, Esso, BP, Texaco, Mobil, National and Fina—have watched their market share fall from nearly 90 per cent to 75 per cent. Most of this has been lost to comparative newcomers to the retail market, the so-called "mini majors": Total, Arco, Gulf, Barmah, Chevron, Amoco and the Northern Ireland group, McMullans. They have tended to offer petrol at 1p to 2p cheaper than the majors.

The cheap or discount petrol retailers, like Jet, VIP, Globe, Ultramar, ICI, Nafta and Thrust, have also gained ground over the past decade although the growth in their market share has not been so marked recently. At the last count these discount companies, selling at around 4p per gallon or more, were below the majors' prices, had around 13 per cent of the market.

This shift in market shares also coincides with dwindling demand for petrol. Higher prices, the economic climate and an energy conservation effort by motorists combined to cut petrol demand by 2.5 per cent last year, according to Institute of Petroleum figures. Petrol sales in 1974 were already down about 2.4 per cent on the previous year. It is against this background

that the Petroleum Retailers' Association has been pressing for minimum price levels and a Monopolies Commission inquiry into the industry. The Association is concerned about the effect of the present competition—heightened even more by the split-up of the Shell-Mex and BP marketing organisation—on independent retailers. Mr. Atkinson reckons that as many as ten service stations a day are being forced to close down, and that for every ten sites closed some 100 jobs are directly or indirectly at risk.

## Contested

His figures are contested by the bigger Motor Agents Association, the Institute of Petroleum and the major companies, none of which puts the rate of closure at above four a day. Nevertheless, the pressure on retailers is increasing, particularly those that have been forced to take a cut in margins of around 50 per cent in order to offer discounts. As Mr. Guess commented: "How can the average retailer involved in just the petrol business survive in an inflating economy, in a declining market with greatly reduced margins?"

There are signs that many retailers are living off the fat of 1975 when, up to about mid-year, they were making a comfortable profit. It may well be that some of the smaller operations are not fully aware of their plight, particularly those who still have a good deal of outstanding VAT to pay. They could find themselves among the casualties of the price-cutting battle which, in the short term, shows no sign of abating.

## LABOUR NEWS

### Building workers win £6 rise

BY LORELIE OLSLAGER, LABOUR STAFF

A PAY agreement giving about 1m. workers the full permitted 50-week rise this year was reached between unions and employers in the construction industry yesterday.

The building workers are among the biggest individual groups in the private sector to have settled under the policy so far.

Under the 13-month agreement, the 50 supplement to earnings will be paid to all adult workers in the industry from June 28, the date their present 15-month deal expires.

Yesterday's settlement, four months before the new agreement comes into force, comes after a claim from the unions in November for £6 "forthwith" under a cost-of-living clause in the present agreement.

This had been rejected by the employers as an infringement of the pay policy. The building workers received the second stage of a phased increase under the present agreement only last June, and the employers were basing their latest offer on the pay policy's rule that there must be a 13-month interval between settlements.

The unions claimed that the operative date for any 13-month period should have been last January, when the present agreement came into force and the first-stage rise was paid.

But there have been suggestions that the unions were actually less interested in

getting money now than in obtaining a commitment from the employers as soon as possible that the full 50 would be paid when the policy permits.

In an industry that has been hit by the recession as the building industry, such a commitment was considered of considerable importance.

Present guaranteed minimum earnings in the industry are £39.20 a week for labourers and £46 a week for craftsmen.

### Gas staff pay row skirmish

By Our Labour Staff

BRITISH GAS and the National and Local Government Officers' Association yesterday indulged in a final verbal skirmish over their now settled dispute concerning restructuring pay before the hoped-for return to normal working next week.

While NALGO celebrated the settlement as a "victory," British Gas made it clear that it still thought right was on its side.

It said that the offer to pay for the current week those NALGO members who were sent home for refusing to carry out their duties "was made without prejudice" and as a gesture of goodwill.

NALGO members who have been on strike will not be paid.

## Russia is ready to exploit weakness—Mason

BY JOHN HUNT

A STRONG WARNING about the increased strength of the Soviet armed forces and the willingness of Russia to use the threat of military force to exploit any weakness in the West was given last night by Mr. Roy Mason, the Defence Secretary.

As far as the U.K. was concerned, the Soviet leadership was "on trial" during the course of this year to see whether it generally intended to follow through the policy of détente.

He called on Russia to make real gestures towards improved relations and suggested that it could, if it chose, dismantle the Berlin Wall, reduce the size of its garrison in Eastern Europe and reduce the enormous share of its GNP which it spends on defence.

Mr. Mason's speech, delivered in Barnsley, is the toughest Government statement on Anglo-Soviet relations since Labour was returned to power in 1974.

The switch to a much harder line is undoubtedly a reaction to the recent speech on the same subject by Mrs. Margaret Thatcher, the Conservative leader. It reflects the Government's concern at the wide publicity received by the Tory leader and the popularity she has gathered from the surprising Russian denunciations of her attitude.

The Soviet view of détente assumed the continuation of the ideological struggle by all means short of war, but there could be no real relaxation of tension if

one side unilaterally lowered its guard, said Mr. Mason. Russia was continuing to build up its conventional and tactical nuclear forces and was improving the quality and number of its ships, land forces, equipment, aircraft and missiles.

Although he did not see the Soviet Union launching a deliberate military attack, he thought that, if the Soviet leaders were given an opportunity by political, economic or military weakness in the West, they would exploit it by all means at their disposal, "including the threat of military force."

There was still a very real degree of détente, however, and in 1976 the Soviet Union would be "on trial" to see if it followed Western initiatives. It could do so by allowing freer movement of people and ideas, by ending the persecution of minorities, by exchanging observers on military manoeuvres.

It could also adopt a more helpful and forthcoming attitude towards the mutual force reduction negotiations in Vienna and by negotiating a reduction in its overseas military presence.

"If détente suffers as a result of recent events there will at least be no doubt in anyone's mind about who is to blame."

## Owen backs Healey on spending cuts

BY JOHN HUNT

THE LABOUR Party's internal dispute over the public spending White Paper continued last night with a strong counter-blast in favour of the proposed cuts coming from Dr. David Owen, Minister of Health.

At the end of a turbulent week for the Government, Mr. Denis Healey, Chancellor of the Exchequer, said that the solid links between the unions and the Labour Government remained as firm as ever.

Dr. Owen emphasised at Bournemouth the need for meaningful control of public spending ceilings and the need to achieve the correct distribution of resources in each sector.

Dr. Owen is one of the most influential figures who have rallied to the support of the White Paper. A close confidant of Mr. Roy Jenkins, the Home Secretary, he stands to the right of centre in the party.

He said that over-spending in some areas was capable of grossly distorting the allocation of resources. Inadequate control of spending in one sector meant less money for another area.

Socialists should not be afraid of tackling head-on the problem of control of public spending. "There are signs all over the world that a coming political issue is the electorate's wish to see value for money in the public sector."

"There is clear evidence in Britain to-day of overall sloppi-

ness in public sector financing, probably the inevitable consequence of inflation. We must now tighten our control and inform it with a critical but informed look at a growing bureaucracy."

Mr. Healey said at Openshaw that it had been a good week for the Labour movement and for Britain.

He conceded that the levelling off in public spending had been a serious disappointment to Labour's supporters, but he thought that they realised that the Government's ability to carry out social changes depended on the state of the economy.

Attacking the moves by the Conservative Party to establish a better relationship with the unions, he said: "The solid links between the trade union movement and the Labour Government remain as firm as ever. They are the foundation of all our country has achieved in the last 12 months and what it will achieve in the future."

Mr. Ron Hayward, General Secretary of the Labour Party, speaking in Ebbw Vale, called for unity in the party ranks. The rank and file should keep a sense of proportion over public spending—"you cannot get blood out of a stone."

The party wanted to hear no more about "tiny Chinese minds"—a reference to Mr. Healey's taunt at the Left-wing

## Economic Diary

remaining sections of TUC economic review. EEC Agriculture Ministers begin three-day meeting in Brussels. Official visit to U.K. by Sr. Jose-Marie de Arellano, Spain's Foreign Minister. Sterling gold and convertible currency at end of February.

Capital issues and redemptions (February). Financial Statistics publication will include Central Government borrowing requirements for February. CBI employment policy committee meets.

TUESDAY — Publication of Lind's, London.

WEDNESDAY—Monthly meeting of National Economic Development Council under the chairmanship of Prime Minister.

House of Lords debates conditions necessary for economic growth. Mr. Clinton Davis, Parliamentary Under Secretary for Trade, is lunch guest speaker at Financial Times conference, City.

Thursday — Mrs. Barbara Castle, Social Services Secretary, addresses annual meeting of the Greater London Regional Council of the Labour Party, Camden Town Hall, London.

Foreign Secretary. Coventry by-election. Meeting in Paris of Labour Ministers from OECD's 24 countries. Provisional vehicle production and car registrations (February).

FRIDAY—Mr. Peter Shore, Trade Secretary, at Institute of Mechanical Engineers lunch, Dorchester, London. London Gazette will include Consolidated Fund and National Loans Fund (February).

SATURDAY — Mrs. Barbara Castle, Social Services Secretary, addresses annual meeting of the Greater London Regional Council of the Labour Party, Camden Town Hall, London.

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## Henderson Unit Trust Management

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## Rail booking staff urged to refuse fare increases

SOUTHERN REGION train drivers are asking their white-collar colleagues to join protests against rail fare increases due to be implemented on March 28.

The Southern Region section of the Associated Society of Locomotive Engineers and Firemen is suggesting that booking office staff should refuse to accept the increases.

Some drivers are already threatening a series of unofficial strikes as a protest against proposed economy cuts in services.

Their union executive on Thursday rejected a call for

official industrial action and Mr. Ray Buckton, ASLEF general secretary, appealed to members to remain 100 per cent behind the executive.

ASLEF supports the National Union of Railwaymen in seeking a meeting of all three rail unions with the Prime Minister.

ASLEF's Southern Region council said yesterday: "If we are serious in our claim that increased fares will drive passengers away, we must do all we can to prevent the increases."

"We can only appeal to the booking office clerks not to accept the increased fares."

## Merchant Navy officers' claim may breach limit

BY OUR LABOUR STAFF

ABOUT 40,000 Merchant Navy officers yesterday lodged a £6 pay claim which, if settled in full, could contravene the Government's pay policy.

The officers are seeking, in addition to the £6 improvement in allowances and hours which would increase their earnings above the limit.

The claim, due to take effect from June, will be discussed by the officers' unions and employers early in April.

The Merchant Navy and Airline Officers' Association, last year, that it believed its claim would be in line with the pay policy, which it did not want to breach.

Next month, the National Union of Seamen is expected to lodge a similar claim on behalf

of its 50,000 members when they meet the employers' General Council of British Shipping.

The NUS claim could be complicated by the implementation in July of the final stage of a 37.5 per cent award given after independent arbitration last year.

Details of the Port of London's plans to close the West India and Millwall docks and transfer work downriver to the Royal docks were given to the unions yesterday.

They are to meet the PLA again in two weeks to discuss the proposals and have threatened to consider industrial action if the closures, which the PLA says would not mean any of the 3,500 dock workers losing their jobs, are allowed to go ahead.



# COMPANY NEWS + COMMENT

## Midland Bank profit down 14% to £82.4m.

AFTER NORMAL charges and provisions, and an additional £5m. against advances and £4.2m. off goodwill, profit before tax of Midland Bank has fallen £13.8m. to £82.4m. in 1975.

Apert from the provisions, principal factors influencing the results were a fall in interest rates (average base rate was 10.47 per cent. compared with 12.33 per cent. in 1974) and a further steep increase in costs generally, and staff items in particular.

Total resources employed have increased only marginally compared with rises in recent years, although, within this total, there has been an encouraging rise in customers' balances. Demand for advances has remained slack and, on average, has changed little compared with 1974, the directors comment.

As from January 1, 1975, premiums on acquisitions of shares in subsidiaries are to be written off over not more than 20 years; and £4.2m. has been charged against profits this time. The additional provision against advances as halved compared with 1974.

Following the purchase of some 12 per cent. of the capital of Standard Chartered Bank, this company is now treated as an associate. Midland's share in profits for the period May 14 to September 30 1975 is therefore, included.

Earnings are shown at 28.3p (41.7p) basic per £1 share and at 25.4p fully diluted. The second interim dividend is 7.7825p to make 14.7825p on capital increased by the rights issue and shares exchanged for the acquisition in Standard Chartered and compares with 10.7563p.

	1975	1974
Trading surplus	10,500	12,100
Depreciation, etc.	1,500	1,500
Additional prov.	5,000	10,000
Trade invest. etc.	1,200	1,200
Associates	1,200	1,200
Loan interest	10,700	10,700
Profit before tax	12,200	13,800
Taxation	2,200	2,200
Net profit	10,000	11,600
Midland House	1,000	1,000
Extraord. credits	1,000	1,000
Attributable	10,000	11,600
Retained	10,000	11,600
Share capital	10,000	11,600
Reserves	10,000	11,600
Loan capital	10,000	11,600

See Lex

## Evode profits steady

AFTER reporting increased first-half pre-tax profits of £539,079 against £493,485, Evode Holdings finished the year to September 27, 1975, with £1.1m. compared with £1.24m. Stated earnings per share were 7.44p against 8.16p.

The chairman, Mr. H. Simon, says profits and sales for the current first half are "very good" in almost all divisions, particularly in exports. Given reasonably stable industrial and economic conditions, he expects "considerable progress" this year.

A net final dividend of 13.86p for 1974-75 makes a total of 1.816p compared with 1.742p previously. Mr. Simon reports that the planned programme of more effective working capital management, particularly stock reduction, is reflected in improved liquidity. Considerable capital investment is planned during the present and subsequent years.

The group trades as makers of adhesives, sealants, and weatherproofing contractors.

## Brunner Investment

Mr. T. B. H. Brunner, chairman of the Brunner Investment Trust says 1976 has started with a "host of uncertainties" and a further advance in net earnings will need to be striven for.

## Results due next week

Next week's company news list, although relatively short, includes the positively star-studded results of the Royal Insurance and Commercial Union all set to produce figures. Other big names in the list include EMI and Sedgwick. Curiously tagging well behind other clearing banks' profits for announcements, Barclays is scheduled to produce its preliminary results on Thursday. Special provisions are expected to include those for FNFC adding some £10m. to the £13m. put aside for 1974. And as in the case of the Royal Insurance and Commercial Union, the clearing banks' results are expected to produce a pre-tax level of around £137m. against last year's £135m.

United Africa Company is believed to have done much to have the Unilever Group from being pulled down too far by the

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However, he notes a return to somewhat more buoyant conditions in the London and New York capital markets since the end of last year.

As known, net revenue for the year ended November 30, 1975, increased by £16,205 to £433,305 and the net dividend total is 2.8p compared with 2.42875p previously.

Regarding the management of invested funds, the chairman says the number of holdings in the portfolio has been further reduced with the objective of both improving the monitoring of individual holdings (now totalling 268) and stabilising administrative costs. Net new investment in the year amounted to £405,000. Meeting, 20 Fenchurch Street, E.C., March 26 at 11.45 a.m.

## Profits up at Allen Harvey

PROFITS of bill brokers and bankers, Allen Harvey and Ross, increased from £571,805 to £714,373 in the year ended February 5, 1976 after provision for rebate, tax and a transfer to contingencies reserve. With Treasury consent, a net final dividend of 18p per share lifts the total from 13.3p to 25.3p.

Profits of £714,373, compared with £571,805 in 1975, were achieved on a turnover of £10,000,000, an increase of 10 per cent. on the previous year. The company's earnings per share were 18p, compared with 13.3p in 1975. The directors recommend a final dividend of 18p per share, which, when added to the interim dividend of 13.3p, will total 31.6p.

Mr. G. R. Chandler, chairman, says the company's performance in 1975 has been "very good" and that the company's earnings per share were 18p, compared with 13.3p in 1975. The directors recommend a final dividend of 18p per share, which, when added to the interim dividend of 13.3p, will total 31.6p.

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The chairman reports that exports at £1.6m. were 45 per cent. up on last year's record and this trend is continuing.

The order intake continues to be generally satisfactory and, providing the economic situation does not deteriorate, the directors expect to be able to report continuing satisfactory results for the full year.

## Smith Bros. £0.4m. in first half

FIRST HALF pre-tax profits of Smith Bros. stock and share jobs, amounted to £401,512 and the directors are hopeful that results for the second six months will "compare favourably" with those of the first. Total for the year to May 2, 1975 was £1,525,000. The net interim dividend is again 11p per 25p share—equal to 2.208p against 2.236p gross—and, barring unforeseen circumstances, the net final is expected to be maintained at 21p share.

Despite the necessity to absorb cost increases, the directors consider that "reasonable" profits have been earned, says Mr. A. J. Lewis, chairman. Trading experience in the second half to date has been satisfactory, he reports.

The directors consider that any comparison between the figures now reported and those for either half of last year (£23,489 pre-tax profit in the first half and £23,489 in the second half) is meaningless, because profitability was influenced last year by exceptionally poor trading conditions in the first half, and exceptionally good conditions in the second, whereas the level of the equity market has been "much more stable" throughout the current year to date.

Mr. Lewis, chairman, says the company's performance in 1975 has been "very good" and that the company's earnings per share were 18p, compared with 13.3p in 1975. The directors recommend a final dividend of 18p per share, which, when added to the interim dividend of 13.3p, will total 31.6p.

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## UNIT TRUSTS

### Abbey Managed Bonds

Abbey Life Assurance is advertising units in the Managed Bonds for a minimum investment of £500. Units will be allocated at the price ruling on receipt of applications; the current offer price of the units is 104.1p.

Abbey makes an initial charge of 5 per cent. of the investment, together with a rounding adjustment of not more than 1 per cent. There is also an annual management charge of 1 per cent. of the value of the fund.

Bondholders may at any time cash in their bond for the full bid price of the units as at the next valuation date.

Abbey Managed Bonds, effectively a single premium life assurance policy, offer the investor a chance of a wide spread of investment; the portfolio is spread between equities, prime property and bank deposits. The emphasis therefore is on security rather than dramatic capital growth, though there have been occasions in recent times when the overall investment performance has been dull—in common with other funds of a similar type. These bonds are available to the investor (provided his investment is £1,000 or more) of withdrawing a regular income. And provided this does not amount to more than 5 per cent. of the value of the original investment, there will be no liability to tax at the time of withdrawal.

JASCOT NORTH SEA & GENERAL The Jascot North Sea and General Fund is on offer this week-end by Arbuthnot Securities yielding an estimated 3.3 per cent. gross. The fund is aimed at capital growth and is particularly concerned with investment in the oil and gas industry. The minimum investment is £200.

There are High Income funds offering a better return than the Henderson High Income Trust at 4.47p each until March 4. The estimated gross yield is 3.8 per cent. The minimum investment is £1,000 units. The last breakdown of the portfolio showed 88 per cent. in equities, 9 per cent. in Preference shares and the remainder in cash.

The North Sea oil boom may be taking rather longer to appear than some investors would like, but the Jascot North Sea and General Fund is one of the few specialists in this area and that alone must give it great potential for growth.

NU INVESTMENT PLAN Norwich Union Insurance Group is advertising the use of the Norwich Union Investment Plan to advertise the use of the plan to provide capital sums that are free of Capital Transfer Tax. The company points out that investors have until April 5 to use their plan to provide capital sums that are free of Capital Transfer Tax.

A regular premium life assurance contract makes a suitable vehicle whereby investors can use their annual CTF exemptions. The Norwich Union Investment Plan is a 100-free sum but offers them the choice of four funds—equity, property, fixed-interest or a mix of the three—upon which to base their plan.

LAWSON GILT & WARRANT Lawson Securities is offering its Gilt and Warrant Fund this week-end. The fund is aimed at capital growth and is particularly concerned with investment in the oil and gas industry. The minimum investment is £200.

The mixture within the Lawson Gilt and Warrant Fund is such that security is offered by the gilt and warrant investments, while the equity and property investments are aimed at capital growth. The fund is aimed at capital growth and is particularly concerned with investment in the oil and gas industry.

Target FNCL The Target Financial Fund is being offered this week-end at 38.4p per unit, subject to the usual clause should the true price move by 2.5 per cent. The fund has a wide spread of investment in the financial and property sectors including insurance, investment trusts, discount houses and property groups. The minimum investment is £200.

Target Financial Fund is investing in a couple of sectors which have certainly seen some problems over the past couple of years, but the managers take the line that these are well placed to benefit from the expected improvement in the UK economy. Also there are attractions in the large proportion of overseas investments in the fund.

HAMBROS INT. Hambros Fund Managers (Channel Islands) of Guernsey, a wholly owned subsidiary of Hambros Bank, has announced the launch of its International Bond Fund with effect from March 1, 1976. The fund is a unit trust with its assets denominated in U.S. dollars and offered at \$15.100 each—minimum investment \$5,000—from March 1 to March 20.

The objective of the enlarged group will be to "achieve long term capital growth" but the managers appreciate reasonable level of income is desirable and say this factor will be borne in mind when formulating investment policy.

This latest amalgamation follows the announcement earlier this week that three other SW unit trusts are to be merged.

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## DIVIDENDS ANNOUNCED

Company	Dividend	Date	Corr. Div.	Total Div.	Total Div. per Share
Allen Harvey and Ross	18p	April 23	10	28	12.5
Arden and Cobden Holdings	2.5p	July 31	2.37	2.53	2.37
Arnett Dublin	14p	July 31	14	14	14
C. H. Beazer	1.21	April 12	1.21	1.21	1.21
Beazer (C. H.)	1.21	April 12	1.21	1.21	1.21
Belland Kailwer	1.21	April 12	1.21	1.21	1.21
G. M. Firth (Metals) Ltd.	1.21	April 12	1.21	1.21	1.21
Flora Invest. 2nd Int.	0.4(b)	May 1	1.1	1.5	1.5
Intl. Investment	1.1	May 1	1.1	1.1	1.1
Lake and Elliot	1.43	April 27	1.43	1.43	1.43
Midland Bank	2.85	April 27	2.85	2.85	2.85
Northern Foods	1.02	May 5	1.02	1.02	1.02
Rentokil	0.88	April 2	0.88	0.88	0.88
Shaw Carrels	1.1p	March 26	1.1	1.1	1.1
Smith Bros.	2.2p	April 24	2.2	2.2	2.2
Town and City Props. Ltd.	1.1	April 24	1.1	1.1	1.1
R. W. Woolworth	2.75	April 24	2.75	2.75	2.75

Dividends shown per share net except where otherwise stated. \*Equivalent after allowing for scrip issue. †On capital increased by rights and/or acquisition issues. (a) Gross throughout. (b) Making 0.7p to date.

## Woolworth fourth quarter slowdown

FOURTH QUARTER profits of F. W. Woolworth and Co. group have shown only a marginal improvement on the previous quarter, leaving the taxable balance for the year to Jan. 31, 1976 up by 13.4m. or 18.3 per cent. at £38,250m, after being absent £15.8m. at the nine-month stage.

Fourth quarter turnover, excluding VAT, expanded by 20.1 per cent. to £48m, giving a full year total of £204m—an increase of 24.2 per cent.

The directors report that, as anticipated, trading in the final important period, due to the downturn in consumer spending, was far from buoyant and volume was only maintained at the expense of margins.

They add that they expect the present difficult trading conditions will continue "well into 1976" and say it is not possible to predict profit levels with any reasonable certainty.

Extraordinary items, before extraordinary items, improved from 3.72p to 4.5p. The total net dividend is again brought up to 3.93p with a final of 2.22p—total 6.15p—an increase of 24.2 per cent.

The extraordinary item is a charge of £1.7m. for exchange loss on foreign loans less adjustments in respect of overseas subsidiaries. The charge is a result of the fact that there was a surplus after the year's property sales and leasebacks of £3.8m. less exchange loss £1.1m. for a net credit of £2.7m.

For the half-year to December 31, 1975, pre-tax profit fell from £40,000 to £34,000 (a turnover down from £10,000 to £8,000). The profit figure was £1.6m. (£1.7m.) for the full year to June 30, 1975.

Mr. Beazer says the reduction in profit reflects the fact that no development have been sold whereas last year the "highly successful" Brussels development was included.

Ignoring property developments and write-downs, pre-tax profit shows an increase of £128,000 over the comparative figure.

The Board's view is that West Germany will provide excellent opportunities for real estate development and has decided that it would be wrong to sell the existing developments until further projects are acquired.

Mr. Beazer says the company's performance in 1975 has been "very good" and that the company's earnings per share were 18p, compared with 13.3p in 1975. The directors recommend a final dividend of 18p per share, which, when added to the interim dividend of 13.3p, will total 31.6p.

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# WALL STREET + OVERSEAS MARKETS + CLOSING PRICES

## Well above the worst: off 6

BY OUR WALL STREET CORRESPONDENT

FURTHER LOSSES were recorded on Wall Street today, following a profit-taking after the failure of the Dow Jones Industrial Average to crack the 1,000 barrier. But the close was well above the worst.

After falling another 12.25 to 966.82, the Industrial Average partially recovered to 972.81 for a net loss of 5.22 on the day and a decline of 15.19 on the week. The NYSE All Common Index, at \$33.55, dipped 37 cents on the day and \$1.28 on the week. Losses outweighed gains by 1,092 to 454, while the trading volume decreased 7.38m. shares to 26.54m.

The market showed no apparent reaction to the 2.2 per cent rise in the U.S. Government's January

Index of Leading Economic Indicators, which indicates that economic recovery was picking up steam.

Also in the news the Commerce Department reported that the U.S. had a trade deficit of \$72.5m. in January, the first deficit after 11 consecutive months of surpluses. Consolidated Edison, held unchanged at \$16, despite Public Service Commission allowing it only about one-fourth of the increased electric revenues it requested last April.

U.S. Steel rose \$1 to \$31 on its higher earnings. Rover-Armehem fell \$1 to \$22, potential mutual interest in United Carbide, off \$1 at \$74.

Buttes Gas and Oil gained \$1 to \$20 following "scientific" gas discovery in a Texas well. The American SE Market Value index fell 0.80 to 103.37, for a net loss of 0.34 on the week.

### OTHER MARKETS

#### Canada down again

Canadian Stock Markets were broadly lower in moderate trading yesterday. The Industrial Index shed 1.21 to 193.31. Western Oils 3.95 to 215.73. Base Metals 0.42 to \$5.31. Banks 0.55 to 236.13 and Papers 0.76 to 126.84.

PARIS—Lower on profit-taking, French stock markets were broadly lower in moderate trading yesterday. The CAC 40 index fell 0.34 on the week.

### NEW YORK, Feb. 27

U.S. shares fell and other Foreign issues also eased. BRUSSELS—Broadly lower after active trading. U.S. shares generally lower. South African Gold Mines eased. Dutch shares lower. German stocks narrowly mixed.

AMSTERDAM—Generally weak in thin conditions. Algemeene Bank weakened \$1.1 to 347 ahead of its 1975 figures and dividend.

State loans also weakened. GERMANY—Mixed on lack of

Stocks and leading German Chemicals and Electricals rose slightly, but Motors and Machinery stocks lost ground.

Domestic Public Bonds were still in demand and gained up to 0.40 points. The authorities sold a nominal DM2m. of stock.

OSLO—Banks steadier. Insurance quiet. Industrials irregular. Shipping barely steady.

VIENNA—Selectively higher in light trading.

SWITZERLAND—Mixed in fairly active trading.

MILAN—Lower in uncertain trading.

Stocks easier.

FINLAND—Quietly steady. Financials irregular. Industrials barely changed.

State Bonds slightly lower.

Dollar stocks under a broad

international eased. Germans edged lower.

HONG KONG—Mixed in sharply lower trading.

Generally higher, with active selective buying spreading over a wide front. Volume 340m. (300m.) shares.

Electric Powers and related

companies under reports the

companies would step up capital

investment.

Spinners, Paper Mills, Non-Ferrous Metals and some Chemicals

generally lower. Recovery in Domestic Commodity

Markets.

JOHANNESBURG—Gold shares

steadier. Financials irregular. Industrials

unchanged to fraction

off.

Industrials steady.

AUSTRALIA—Markets eased on

sustained profit-taking.

Financials unchanged to fraction

off.

Central Norwestern rose

10 cents to \$41.10, while

Uthmaniyah jumped 28 cents to \$49.90

on UDC's sharp profit rise for the

latest quarter.

Philip Morris gave 20 cents

to \$48.90.

### Indices

#### NEW YORK

#### DOW JONES AVERAGES

Close	High	Low	Open	Trade	Volume
Feb. 27	972.81	966.82	972.81	972.81	26,540,000
Feb. 26	988.03	988.03	988.03	988.03	27,800,000
Feb. 25	993.25	993.25	993.25	993.25	28,100,000
Feb. 24	1,008.50	1,008.50	1,008.50	1,008.50	29,200,000
Feb. 23	1,023.75	1,023.75	1,023.75	1,023.75	30,300,000
Feb. 22	1,039.00	1,039.00	1,039.00	1,039.00	31,400,000
Feb. 21	1,054.25	1,054.25	1,054.25	1,054.25	32,500,000
Feb. 20	1,069.50	1,069.50	1,069.50	1,069.50	33,600,000
Feb. 19	1,084.75	1,084.75	1,084.75	1,084.75	34,700,000
Feb. 18	1,099.00	1,099.00	1,099.00	1,099.00	35,800,000
Feb. 17	1,114.25	1,114.25	1,114.25	1,114.25	36,900,000
Feb. 16	1,129.50	1,129.50	1,129.50	1,129.50	38,000,000
Feb. 15	1,144.75	1,144.75	1,144.75	1,144.75	39,100,000
Feb. 14	1,160.00	1,160.00	1,160.00	1,160.00	40,200,000
Feb. 13	1,175.25	1,175.25	1,175.25	1,175.25	41,300,000
Feb. 12	1,190.50	1,190.50	1,190.50	1,190.50	42,400,000
Feb. 11	1,205.75	1,205.75	1,205.75	1,205.75	43,500,000
Feb. 10	1,221.00	1,221.00	1,221.00	1,221.00	44,600,000
Feb. 9	1,236.25	1,236.25	1,236.25	1,236.25	45,700,000
Feb. 8	1,251.50	1,251.50	1,251.50	1,251.50	46,800,000
Feb. 7	1,266.75	1,266.75	1,266.75	1,266.75	47,900,000
Feb. 6	1,282.00	1,282.00	1,282.00	1,282.00	49,000,000
Feb. 5	1,297.25	1,297.25	1,297.25	1,297.25	50,100,000
Feb. 4	1,312.50	1,312.50	1,312.50	1,312.50	51,200,000
Feb. 3	1,327.75	1,327.75	1,327.75	1,327.75	52,300,000
Feb. 2	1,343.00	1,343.00	1,343.00	1,343.00	53,400,000
Feb. 1	1,358.25	1,358.25	1,358.25	1,358.25	54,500,000

#### STOCK AND BOND YIELDS

Stocks	Bonds
10% 100.00	10% 100.00
11% 110.00	11% 110.00
12% 120.00	12% 120.00
13% 130.00	13% 130.00
14% 140.00	14% 140.00
15% 150.00	15% 150.00
16% 160.00	16% 160.00
17% 170.00	17% 170.00
18% 180.00	18% 180.00
19% 190.00	19% 190.00
20% 200.00	20% 200.00

#### FRIDAY'S ACTIVE STOCKS

Stock	Price	Change
IBM	125.00	+0.12
GE	30.00	+0.05
AT&T	45.00	+0.10
Am. Tel. & Tel.	35.00	+0.08
Am. Express	25.00	+0.05
Am. Gas	15.00	+0.03
Am. Oil	10.00	+0.02
Am. Sugar	5.00	+0.01
Am. Tobacco	4.00	+0.01
Am. Water	3.00	+0.01
Am. Electric	2.00	+0.01
Am. Chemical	1.00	+0.01
Am. Pharmaceutical	0.50	+0.01
Am. Insurance	0.25	+0.01
Am. Real Estate	0.10	+0.01
Am. Miscellaneous	0.05	+0.01

#### IND. DIVIDEND YIELD P.C.

Stock	Yield
IBM	3.75%
GE	3.50%
AT&T	3.25%
Am. Tel. & Tel.	3.00%
Am. Express	2.75%
Am. Gas	2.50%
Am. Oil	2.25%
Am. Sugar	2.00%
Am. Tobacco	1.75%
Am. Water	1.50%
Am. Electric	1.25%
Am. Chemical	1.00%
Am. Pharmaceutical	0.75%
Am. Insurance	0.50%
Am. Real Estate	0.25%
Am. Miscellaneous	0.10%

#### N.Y. SE ALL COMMON INDEX

Index	Value
Feb. 27	33.55
Feb. 26	34.83
Feb. 25	36.11
Feb. 24	37.39
Feb. 23	38.67
Feb. 22	39.95
Feb. 21	41.23
Feb. 20	42.51
Feb. 19	43.79
Feb. 18	45.07
Feb. 17	46.35
Feb. 16	47.63
Feb. 15	48.91
Feb. 14	50.19
Feb. 13	51.47
Feb. 12	52.75
Feb. 11	54.03
Feb. 10	55.31
Feb. 9	56.59
Feb. 8	57.87
Feb. 7	59.15
Feb. 6	60.43
Feb. 5	61.71
Feb. 4	62.99
Feb. 3	64.27
Feb. 2	65.55
Feb. 1	66.83

#### RISES AND FALLS

Stock	Price	Change
IBM	125.00	+0.12
GE	30.00	+0.05
AT&T	45.00	+0.10
Am. Tel. & Tel.	35.00	+0.08
Am. Express	25.00	+0.05
Am. Gas	15.00	+0.03
Am. Oil	10.00	+0.02
Am. Sugar	5.00	+0.01
Am. Tobacco	4.00	+0.01
Am. Water	3.00	+0.01
Am. Electric	2.00	+0.01
Am. Chemical	1.00	+0.01
Am. Pharmaceutical	0.50	+0.01
Am. Insurance	0.25	+0.01
Am. Real Estate	0.10	+0.01
Am. Miscellaneous	0.05	+0.01

#### AMERICAN SE MARKET VALUE INDEX

Index	Value
Feb. 27	103.37
Feb. 26	104.17
Feb. 25	104.97
Feb. 24	105.77
Feb. 23	106.57
Feb. 22	107.37
Feb. 21	108.17
Feb. 20	108.97
Feb. 19	109.77
Feb. 18	110.57
Feb. 17	111.37
Feb. 16	112.17
Feb. 15	112.97
Feb. 14	113.77
Feb. 13	114.57
Feb. 12	115.37
Feb. 11	116.17
Feb. 10	116.97
Feb. 9	117.77
Feb. 8	118.57
Feb. 7	119.37
Feb. 6	120.17
Feb. 5	120.97
Feb. 4	121.77
Feb. 3	122.57
Feb. 2	123.37
Feb. 1	124.17

#### F.T. CROSSWORD PUZZLE No. 3017

A prize of £5 will be given to each of the senders of the first three correct solutions. Solutions must be received by next Thursday, marked Crossword in the top left-hand corner of the envelope, and addressed to the Financial Times, 10, Cannon Street, London, EC4A 3DF. Winners and solution will be given next Saturday.

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### RACING

BY DOMINIC WIGAN

BY DOMINIC WIGAN







Company	Price	Change
Abbey National	7.75	0.00
Alliance	7.75	0.00
Anglia	7.75	0.00
Birmingham Incorporated	7.75	0.00
Bradford and Bingley	7.75	0.00
Bristol and West	7.75	0.00
Britannia	7.75	0.00
Cardiff	7.75	0.00
Canal	7.75	0.00
Cheltenham and Gloucester	7.75	0.00
Citizens Registry	7.75	0.00
City of London	7.75	0.00
City and Metropolitan	7.75	0.00
Coventry Economic	7.75	0.00
Derbyshire	7.75	0.00
Gateway	7.75	0.00
Greenwich	7.75	0.00
Guardian	7.75	0.00
Halifax	7.75	0.00
Hastings and Thame	7.75	0.00
Hearts of Oak and Enfield	7.75	0.00
Hendon	7.75	0.00
Huddersfield and Bradford	7.75	0.00
Leamington Spa	7.75	0.00
Leeds and Holbeck	7.75	0.00
Leicester	7.75	0.00
Liverpool	7.75	0.00
Magnet and Plant	7.75	0.00
Mornington Permanent	7.75	0.00
National Counties	7.75	0.00
Norfolk	7.75	0.00
Norwich	7.75	0.00
Paisley	7.75	0.00
Property Owners	7.75	0.00
Provincial	7.75	0.00
Skipper	7.75	0.00
Sussex Mutual	7.75	0.00
Town and Country	7.75	0.00
Woolwich Equitable	7.75	0.00

## BUILDING SOCIETY RATES

Deposit	Rate	Share	Sub-p	Term
Abbey National	7.75%	7.00%	8.25%	7.50%
Alliance	7.75%	7.00%	8.25%	7.75%
Anglia	7.75%	7.00%	8.25%	7.75%
Birmingham Incorporated	7.75%	7.00%	8.25%	7.75%
Bradford and Bingley	7.75%	7.00%	8.25%	7.75%
Bristol and West	7.75%	7.00%	8.25%	7.75%
Britannia	7.75%	7.00%	8.25%	7.75%
Cardiff	7.75%	7.00%	8.25%	7.75%
Canal	7.75%	7.00%	8.25%	7.75%
Cheltenham and Gloucester	7.75%	7.00%	8.25%	7.75%
Citizens Registry	7.75%	7.00%	8.25%	7.75%
City of London	7.75%	7.00%	8.25%	7.75%
City and Metropolitan	7.75%	7.00%	8.25%	7.75%
Coventry Economic	7.75%	7.00%	8.25%	7.75%
Derbyshire	7.75%	7.00%	8.25%	7.75%
Gateway	7.75%	7.00%	8.25%	7.75%
Greenwich	7.75%	7.00%	8.25%	7.75%
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Magnet and Plant	7.75%	7.00%	8.25%	7.75%
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Property Owners	7.75%	7.00%	8.25%	7.75%
Provincial	7.75%	7.00%	8.25%	7.75%
Skipper	7.75%	7.00%	8.25%	7.75%
Sussex Mutual	7.75%	7.00%	8.25%	7.75%
Town and Country	7.75%	7.00%	8.25%	7.75%
Woolwich Equitable	7.75%	7.00%	8.25%	7.75%

Company	Price	Change
Abbey National	7.75	0.00
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Paisley	7.75	0.00
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Skipper	7.75	0.00
Sussex Mutual	7.75	0.00
Town and Country	7.75	0.00
Woolwich Equitable	7.75	0.00

## BUILDING SOCIETY RATES

Deposit	Rate	Share	Sub-p	Term
Abbey National	7.75%	7.00%	8.25%	7.50%
Alliance	7.75%	7.00%	8.25%	7.75%
Anglia	7.75%	7.00%	8.25%	7.75%
Birmingham Incorporated	7.75%	7.00%	8.25%	7.75%
Bradford and Bingley	7.75%	7.00%	8.25%	7.75%
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Skipper	7.75	0.00
Sussex Mutual	7.75	0.00
Town and Country	7.75	0.00
Woolwich Equitable	7.75	0.00

## NEW HIGHS AND LOWS FOR 1975/76

The following securities (numbers in parentheses) among those quoted in the Stock Exchange reached new highs and lows for 1975/76.

Security	High	Low
Abbey National	7.75	7.75
Alliance	7.75	7.75
Anglia	7.75	7.75
Birmingham Incorporated	7.75	7.75
Bradford and Bingley	7.75	7.75
Bristol and West	7.75	7.75
Britannia	7.75	7.75
Cardiff	7.75	7.75
Canal	7.75	7.75
Cheltenham and Gloucester	7.75	7.75
Citizens Registry	7.75	7.75
City of London	7.75	7.75
City and Metropolitan	7.75	7.75
Coventry Economic	7.75	7.75
Derbyshire	7.75	7.75
Gateway	7.75	7.75
Greenwich	7.75	7.75
Guardian	7.75	7.75
Halifax	7.75	7.75
Hastings and Thame	7.75	7.75
Hearts of Oak and Enfield	7.75	7.75
Hendon	7.75	7.75
Huddersfield and Bradford	7.75	7.7



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1. The first step in the process is to identify the problem or issue that needs to be addressed. This involves gathering information and understanding the context of the problem.



## OFFSHORE AND OVERSEAS FUNDS

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## STOCK EXCHANGE REPORT

Markets uneventful despite further 1/4% cut in MLR  
Index down 5 points at 405.2—Gold in retreat again

## Account Dealing Dates

\*First Declared Last Account Dealings (Days) Feb. 19 Feb. 20 Mar. 2 Feb. 23 Mar. 4 Mar. 5 Mar. 16 Mar. 8 Mar. 18 Mar. 19 Mar. 30

\*New time "dealings" may take place from 1.30 a.m. to 2.00 p.m. on the day.

In the absence of buyers, equity leaders drifted lower in stock markets yesterday. There was no real pressure to sell, but some pre-week-end profit-taking showed the fall in prices towards the close. Reasons for buyers to hold off could be attributed to some disappointment with the Department of Industry's report on capital spending, which showed a fall of 20 per cent. during the last quarter of 1975, and to lingering uncertainties about the White Paper on public expenditure. Wall Street's failure to break through 1,000 on the Dow Jones Industrial Average was also thought to have contributed to the general lack of interest.

Gold-edged were fairly idle, and the late afternoon news of the 1 per cent. cut in Minimum Lending Rate to 9 1/4 per cent. had no apparent effect on quotations, which closed with falls to 1 1/2 in the medium and longer dated stocks; the shorts were mixed. The Government Securities Index shaded 0.19 to 63.46, reducing the week's gain to 0.63.

The F.T. 30-share index sustained its first loss of the week with a fall of 5 points to 405.2, but earlier enthusiasm left a net rise over the period of 13.3. Yesterday's easier trend was confirmed by secondary equities, and fell to 1 1/2 in the medium and longer dated stocks; the shorts were mixed. The overall lack of trade, there were pockets of interest with contrasting features on company news and bid situations.

The falling investment dollar premium and the continuing

uncertainty over the political situation on the African continent further militated against many African mining and industrial securities.

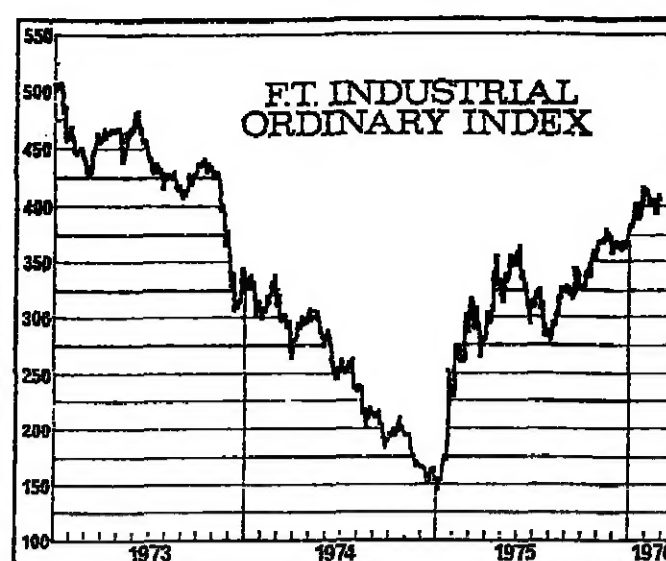
## Gilts indecisive

British Funds showed a certain amount of indecision all day. Initially, the market appeared to sway against a small cut in Minimum Lending Rate, but views later changed and quotations regained the losses before falling off again in the after-hours trading. The announcement of the further fall in MLR to 9 1/4 per cent. brought little response, possibly being countered by a U.S. Prime rate increase to 6 1/2 per cent., although most U.S. banks are already at that level. Against the general flow, low-coupon shorts found continuing support and with stock none too freely available established fresh rises to 2 1/2.

The investment currency market initially showed unwillingness to absorb modest selling of an arbitrage nature and the premium fell to 9 1/4 per cent. At the lower rates, however, institutional interest began to revive, a development which later saw sellers retreat rather quickly causing the premium to rally to 9 3/4 per cent., only 1/4 easier on the day but still down 1 1/2 points on the week. Yesterday's S.E. conversion factor was 0.6665 (0.6666).

## Lloyds "new" active

A good deal of interest was shown in Lloyds bank "new" shares which featured as top in the day's active stocks; opening slightly higher at around 33p premium the mid-price shares rose steadily to close at 27p premium; Lloyds old share rose 7 more to 23p, making a fall on the week of 17. The preliminary results from Midland were considered satisfactory but the shares



F.T. INDUSTRIAL ORDINARY INDEX

succumbed to the dull trend and fell 5 at 30p, after 28p. Barclays, with results due next Thursday, eased 7 to 20p. Among Discounts, Allen Harvey and Rose gave up 15 following the results. Press suggestions of a possible bid being made for the company led to LUT being marked up to 32p at the outset before a late reaction left the shares a penny off on balance at 29p.

Insurance Composites gave ground throughout the list. Ahead of their respective reports, Monday, "Royals" shed 6 at 31p and Commercial Union gave up 3 at 31p.

Breweries closed easier for choice after a small trade. Allied down 2 1/2 at 60p. In Distilleries, Glenlivet hardened 3 to 18p and Jarrowdown added 2 more at 38p.

Deu, 12 1/2, gave up 5 of the previous day's rise of 15 which

followed the "rights" issue announcement. M. L. Meyer turned reactionary, the Ordinary losing 3 at 73p and the new nil-paid shares closing 3 1/2 easier at 18p premium after an active trade.

ICI declined 4 to 35p in Chemicals, where Renold closed a penny easier at 70p despite the increased earnings. Adverse Press comment brought selling pressure to bear on Coalite and Chemical which finished 3 1/2 at 20p.

Woolworth disappointed. After recent weakness on fears that the preliminary figures would show a sharp contraction in profit margins in the final quarter, F.W. Woolworth reacted sharply to close 3 1/2 easier at 68p following a good business on the disclosure of 1975 profits.

On the market's worst expectations.

Allied Retailers were noteworthy on the fall of 12 to 120p on vague rumours.

With interim figures due next Thursday, came back three to 254p which still left a rise of 13 on the week. With the dollar premium still a major influence, Philips React reacted further to 15p before rallying to 33p for a loss of eight on the day. Elsewhere, United Scientific were a bright exception, recording an advance of 11 at 112p, after 117p on buying in a thin market. Also in firm vein were Jones Shanks, three up at a 1975-76 peak of 64p, but Racial Electronics relinquished six to 247p and Telephone Rentals four to 110p.

In mixed Engineering, GKN reacted 7 to 218p and Tube Investments slipped 4 to 233p, but Hawker were only 3 easier at 420p among the leaders. Coated Metals jumped 11 to 141p on the further increased offer of 143p cash per share from C. Walker, while Ransomes gave up 1 1/2 at 382p.

Jeffries rose 7 more to 142p, 4 1/2 in response to the record profits and optimistic statement. Consideration of the static second-half results saw a rise of 5 to 41p at 39p and Hawthorn Baker were lowered 4 to 23p following the first-half loss. Elsewhere, Brown and Tawse rose 3 to 73p and Marton advanced a similar amount to 134p, but profit-taking brought Hall-Thermotank back 6 to 53p.

Of yesterday's ex-rights candidates, T. W. closed at 54p with the new shares at 4p premium and the centric ended at 36p with the new at 6p premium.

In Foods, Associated Fisheries closed 2 cheaper at 23p following the chairman's statement on the industry's future. Against the trend, Fox's Biscuits edged up 2 to 52p in front of Monday's interim report.

Unilever recede. Light selling left the miscellaneous industrial leaders with losses stretching to nine as in Metal Box, 28p. Unilever receded six to 438p ahead of next Tuesday's preliminary results. Glaxo slipped six to 387p and Boots four to 134p. Elsewhere, Staffordshire Pottery was a firm feature at 12 1/2p, in response to country buying in this market. Robert Stead closed lower at 42p, on awaiting news on the bid talks with Polygram. Robert Moss improved four to 44p, while gains of about three were seen in

Continuous Stationery, 33p, and British Leyland featured Motors and Distributors, rising 5 to 20p on news of the improved rate of car production.

Chapman (Balham) picked up 3 to 133p in narrowly mixed Paper Printings. Elsewhere, Rauland and Regan Paul gained 3 to 33p.

C. H. Beazer fall. Towns and City Properties, finding no comfort in the half-time report, declined 2 1/2 to 191p. Land Securities, 183p, and JEPC, 88p, both showed similar losses, while British Land slipped 1 1/2 to 37p. C. H. Beazer finished 19 down at 115p in reflection of the marked contraction in first-half profits, while Forum Properties shed a penny to 24p despite the rise in half-year profits.

Wall Street influences appeared to unsettle Oils and British Petroleum shed 7 to 353p, while Shell gave up 6 at 382p, after 380p. Even Barmah, the subject of highly favourable Press comment, slipped back losing 2 of 5 to 100p.

Thursday's rise of 5 to close at 31p on profit-taking. Ultramar lost 4 to 186p and LASMO/SCOT fell 7 to their lowest level yet of 183p. Domestic and Investment currency influences upset overseas issues, Royal Dutch falling 1 more to 331p and Woodside-Burmah 10 to 102p.

Overseas Traders made a generally dull showing. Lack of follow-through support brought Lonrho back 6 to 121p after the previous evening's advance.

Trusts and Financials displayed several contrasting features. On 13 on Thursday on the disclosure that First National Development had sold its holding of L.M. shares in the company. Chas. de la Roche rose 4 1/2 further to 175p, the interim results are due next Thursday. Stock-Jobbers Smith Bros. however, ran back five to 59p on disappointing first-half results.

Adverse Press comment depressed Reardon Smith Ordinary, 30p, and "A. T. 4p, which fell 25 and six respectively in Shippings. Stevedores closed in places on sporadic profit-taking and closed mixed. Reliance Railways were particularly dull at 15p, down 7 on the first-half loss and interim

FINANCIAL TIMES STOCK INDICES									
	27 Feb	28 Feb	29 Feb	1 Mar	2 Mar	3 Mar	4 Mar	5 Mar	6 Mar
Government Bonds	63.66	63.63	63.51	63.40	63.17	62.90	62.60	62.30	62.00
Fixed Interest	63.66	63.63	63.51	63.40	63.17	62.90	62.60	62.30	62.00
Industrial Ordinary	406.2	410.7	409.2	407.9	407.2	391.8	388.2	385.2	382.2
Gold Mining	186.8	189.5	185.8	189.8	188.5	189.8	188.5	189.8	188.5
Oil, Gas, Coal	101.6	101.6	101.6	101.6	101.6	101.6	101.6	101.6	101.6
Banking	14.82	14.85	14.69	14.76	15.11	15.00	15.00	15.00	15.00
P.R. Bank	10.01	10.01	10.01	10.01	10.01	10.01	10.01	10.01	10.01
Dealing	6.74	7.33	6.70	7.51	6.90	6.91	6.91	6.91	6.91
Dealing (incl. 100)	70.57	70.57	70.57	70.57	70.57	70.57	70.57	70.57	70.57
Dealing (incl. 100)	16.59	16.59	16.59	16.59	16.59	16.59	16.59	16.59	16.59
Dealing (incl. 100)	16.59	16.59	16.59	16.59	16.59	16.59	16.59	16.59	16.59

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**Conversion Table**